

# THE NATIONAL WOOL GROWER

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## NATIONAL WOOL GROWER

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## Affairs of Wool And Sheep

### Judging the Candidates:

Within a few weeks the people of the United States will select thirty-six members of the United States Senate and four hundred and thirty-five members of the House of Representatives. The Senators now elected will vote until 1933 on all proposals for the enactment of new federal laws or for the repeal of existing laws.

That the present law under which American farmers, stockmen, and other producers are given the benefit of a protective duty in selling their products in the American market in competition with imported materials will be voted on in 1927 by the new Congress seems improbable, but it may be done. Certainly the tariff will be discussed and voted upon in Washington several times before March 4, 1933, which date will mark the expiration of the terms of the Senators to be elected at the first of next month.

### Platforms and Policies:

A senatorial candidate in a large sheep raising state has announced that he will be bound by the platform of his party in his state, in which platform there is included this statement: "We denounce the present monopolistic and discriminatory tariff laws, which increase the price of things we consume without corresponding increase in the prices of the products of our farms, ranges and mines."

The candidate who subscribes to such a statement would necessarily vote against the Fordney-McCumber Tariff Act that provides an effective import duty upon every product of our farms and ranges, and places no duty on most of the materials which farmers and ranchmen need to purchase in large quantities. (The list of the dutiable and non-dutiable articles produced and purchased by agriculture was printed in the August issue of this paper.) He would put wool and lamb and beef upon the free list, where they were in 1920, and allow the cheaply grown prod-

ucts of foreign countries to have free access to the American markets with no charge for that privilege.

It is well that some of the candidates are frank enough to inform their constituencies as to just what they will do if elected. The record and position of those seeking re-election can always be known and the voters can thereby also be certain as to what they may expect in the future from these men who have represented them in the past.

Wool growers or other citizens who wish to have the national government maintain the present policy of protection of home industry, and yet do not by their votes support candidates who favor such a policy, will be in no position to protest or object if they shall be injured by a return to the policy of free trade.

### Lamb Prices:

The course of the markets during the last part of September demonstrated that much more needs to be done to secure such distribution of shipments as well give reasonable stability in prices.

Receipts at the principal markets during the last half of the month were much above those of last year. They were not so well spread out over the days of the week as they might have been, but a large number of lambs changed hands at prices that must be very advantageous to buyers. If the supply proves to be sufficient to maintain the rate of September runs, it will show that not much would have been gained by holding back. As suggested last month, the analysis of the season's marketing that can be made at the close of October will be of unusual interest and value to every producer and should result in constructive and conservative action by the winter conventions.

### Mr. Poole's Report and View on Feeder Lambs:

This year's discussions of prices for feeder lambs have been unusually pointed.

**SHEEPMEN'S CALENDAR**

Pacific International L. S. Exposition—October 30 to November 6, 1926, Portland, Ore.

California Wool Growers' Convention—November 5-8, 1926, Palace Hotel, San Francisco, Calif.

International L. S. Exposition—November 27 to December 4, 1926, Chicago, Ill.

Montana Wool Growers' Convention—January 19, 1927, Butte, Mont.

National Wool Growers' Convention—January 20-22, 1927, Butte, Mont.

Utah Wool Growers' Convention—January 24, 1927, Salt Lake City, Utah.

Many of the large feeders of Colorado and Nebraska sustained serious losses in their operations with lambs of the 1925 crop. They have made a legitimate and very determined effort to keep down the prices of the lambs they expect to buy this year. In reporting market conditions and prospects for the Wool Grower Mr. Poole has all season taken the position that the demand for feeder lambs was too strong to permit business at the price announced by the Colorado and Nebraska feeders' organizations.

Events have shown that his analysis of the situation was unusually sound and correct. Until the floods came in the central and eastern states the demand from that region for range feeder lambs seemed likely to absorb the entire supply at a price materially above what the Colorado men had announced they were justified in paying.

The range men often have been in the same position as are the feeders who suffered last spring. In many seasons they have announced the low figure which they could afford to accept for their wool, but the price they received always has been set by the strength of the demand.

The raisers of the range feeder lambs want their friends and customers in the feeding sections to reap a profit but it would be poor business all around to refuse to supply other or newer customers who stand ready to pay a higher price. How the corn belt feeders come out this year will determine the extent and strength of their demand next year. As usual, the conditions of supply and demand must govern.

The only communication received from lamb buyers this season by the Wool

Grower is a request for the printing of a letter addressed by W. A. Snyder of Denver to Mr. Poole. As evidence of readiness to present both sides of such questions we comply with that request even though the communication adds little of fact or opinion that is of help in the matter.

**ADVERTISING BY SHEEPMEN**

Do wool and lamb need advertising? If so by whom and in what way should it be done?

The manufacturers of wool and some members of the trade have organized a council for promoting the use of wool. How the undertaking is to be financed and whether reliance is to be placed upon advertisements in newspapers and magazines has not been announced.

The wool growers have not joined in the undertaking. They have no funds available for the purpose. Raw wool costs make up such a small part of the selling price of cloth and garments that it is not illogical to expect the vendors of the finished product at least to bear the brunt of the task of convincing the public of the economy of using more wool fabrics and fewer inferior substitutes.

In the case of lamb, the same observations are pertinent though it must be recognized that the spread between the producers' and consumers' prices is less than in the case of wool. The labor involved in getting meat in shape for the consumer is very much less than is required to be expended in processing wool and there are fewer steps in the route of distribution.

The sheepman is today seriously interested in the enlarging of the outlet for lamb. A material increase in the supply is in evidence, for which outlet must be found at home. The increase in wool will replace imports without creating a surplus or necessitating increase of consumption to absorb the supply. Certainly lamb is becoming more popular but will the rate of increase in demand keep pace with the rate of increase in the amounts reaching the branch houses for distribution to retail butchers at consuming points? The grower, the feeder, the packer and the retailer are all interested and no matter who should finance the work of in-

creasing the number of lamb eaters and the frequency of their orders, the co-operation of all four of these groups is essential.

The National Wool Growers Association expended a small amount in 1919 and 1920 in introducing lamb to the housewives of middle-western cities. The results were encouraging. Some of the packers co-operated and Swift and Company continued the work at other points. The packers have done considerable advertising of lamb in national publications and in other ways. Should a more extensive and widely supported effort be arranged for, the amount of dependence to be placed upon newspaper advertising would need to be decided. Some pertinent observations on advertising are made in Mr. G. P. Williams' article in this issue. His views run contrary to those of some western men, but the Wool Grower adheres to its policy of offering opportunity for free expression of opinions and Mr. Williams' extended study of all phases of the sheep industry makes his views worthy of consideration.

The question of raising money to support the growers' part of an effort to broaden the outlet for lamb reverts back to the continuing question of organization. No easy and practical way of collecting association dues from sheepmen has been found but the state organizations are enlisting more and more of the growers and real progress is being made. President Hagenbarth will go into the financial part of the matter this month with packers, stockyards companies, and other agencies. There is much to be studied and discussed as to how and when the job of getting over the facts about lamb should be attacked, but there must first be assurance of funds, not only to make a start but to keep up the work for an indefinite period.

The National Live Stock and Meat Board is doing a very constructive and far reaching work in public education on the facts about meat in the diet. It spends no money in glorifying or advertising itself, but puts all its means into action in the big consuming sections. Less than one quarter of its finances comes from the sheep industry, but all classes of meat have been given equal consideration.

## CREDIT CORPORATION LOANS ON LIVE STOCK

After the near collapse of live stock financing in 1920 and 1921, the War Finance Corporation was restored to activity by Congress and did exceptional service in providing means for carrying live stock paper upon which payment would otherwise have been forced. Since that time it frequently has been stated by bankers that the psychological effect of the government's action was even more valuable than the results of what actually was done in the way of discounting paper. When it was found that a way was provided for renewing and continuing loans upon which foreclosure was threatened, confidence was restored and in subsequent months conditions improved materially. Many live stock concerns that were to be closed out were able to continue in business and were restored to solvency.

Following the work of the Finance Corporation, Congress passed in 1923 the Agricultural Credits Act. This act was designed to give to agriculture and live stock the assurance of continuing provisions for handling loans for longer periods than the ordinary banks of deposit could safely advance money on breeding live stock. The act provided that the Federal Farm Loan Board through the Intermediate Credit Banks might loan on breeding stock for periods as long as three years. Up to the present time the officers of the board have not seen fit to authorize the handling of live stock paper drawn for over twelve months, although it is to be expected that in coming years the longer terms will be employed. The intermediate credit provisions were chiefly calculated to facilitate orderly marketing and to furnish advances on commodities necessarily held for marketing or live stock in feed yards.

Largely on the suggestion of Mr. Eugene Meyer, who had directed the work of the War Finance Corporation, the bill also provided for the establishment of National Agricultural Credit Corporations. These were designed to furnish longer-timed credit on breeding live stock and it was expected that a large part of the loans on range flocks and herds would be handled through such credit corpora-

tions. However, with the return of easier money conditions, the banks of deposit were in a position to loan money on live stock though necessarily with the continuation of the old plan of renewing the paper at six months' intervals. As a result of this there was comparatively little demand for the agricultural credit corporations and none were established until 1925 when a group of banks in California combined to furnish capital for the creation and operation of the Pacific National Agricultural Credit Corporation.

This corporation has a paid in capital stock of \$500,000 subscribed by the Wells Fargo Bank and Union Trust Company, the Anglo London & Paris Bank and the Mercantile Trust Company of San Francisco, the First National Bank and the Security Trust and Savings Bank of Los Angeles, the Phoenix National Bank of Phoenix, Arizona, as well as some cattle and sheepmen of California and Arizona.

Since commencing operations about a year ago, the Pacific National Agricultural Credit Corporation has loaned two million dollars on live stock property in California, Arizona, New Mexico, Nevada and Oregon. The loans are made for twelve months with assurance of ability to renew. The corporation, which operates under Charter No. 1 of the United States Treasury Department, is subject to inspection and report by federal bank examiners as are banks of deposit. Being a credit corporation and not dependent on depositors for the extent and continuation of its loaning limit, this new agency should be in an especially good position to carry its clients through any period of depression or financial uncertainty that arises with the withdrawal of bank deposits and sometimes forces such banks to call loans. Through an amendment to the Agricultural Credits Act, made in 1925, agricultural credit corporations are permitted to discount paper with the Intermediate Credit Banks.

A representative of the Pacific National Agricultural Credit Corporation recently made the following statement to the Wool Grower:

"Our rate of interest at present is seven and a quarter per cent from date. We do not require an applicant for a loan to take stock in our corporation; in fact, we have none for sale. Nor do we charge a commission for making a loan. The actual inspection expense is

charged to the applicant but as we have local inspectors in the territory to be served, this charge will be very nominal.

"We have arranged with Mr. James A. Hooper, secretary and treasurer of the Utah State Wool Growers Association, 408 Vermont Building, Salt Lake City, Utah, to be our local representative for the Utah and Idaho territory and he will be glad to confer with any one desiring to avail themselves of the facilities afforded by our corporation and applications for loans can be made to him."

## AGRICULTURAL CONFERENCE AT SALT LAKE

A discussion of a wide variety of agricultural topics was participated in at Salt Lake on October 1st and 2nd in a conference held under the auspices of the Chamber of Commerce of the United States. At its fourteenth annual meeting in Washington, D. C., last spring, the United States Chamber of Commerce, by resolution, offered full cooperation and assistance in working out a solution of the farm problem which, at that time, was prominently before Congress.

The chamber arranged for the invitation of delegates from eight intermountain and southwestern states. The subjects assigned for discussion included labor, credit, legislation, reclamation, taxation, grazing and marketing problems. Over one hundred representatives of different agricultural and commercial organizations were present and most of them expressed their views during the three sessions of the conference. There were no committee reports and resolutions adopted, the chamber having announced that its representatives would digest the statements and opinions offered and convey them to their officers and members.

There was no extended discussion of the grazing question. The secretary of the National Wool Growers Association introduced the subject briefly with a statement of the extent and ownership of grazing lands in the western states and their relation to the agricultural industry of the West and of the cornbelt. Mr. Thomas Cooper of Wyoming presented the Wyoming view, which is one of complete objection to any extension of federal activities in connection with the use of the public lands. The secretary of the Utah Wool Growers Association presented the situation that has arisen from the efforts of several states to exclude stock owned

by non-residents through the passage of state laws providing for taxes, or by other means to attempt to prevent the free interstate movements of sheep and cattle on grazing lands.

The conference in Salt Lake is the first of a series of five such meetings to be held this year by the Chamber of Commerce of the United States.

#### DISTRICT MEETINGS FOR MONTANA GROWERS

The wool growers of Montana are to be entertained at ten points in the state this fall. The Montana Wool Growers Association has arranged a schedule of ten meetings at convenient points, endeavoring to make it possible for every wool grower in Montana to attend one of the meetings. The series of meetings as planned are:

Big Timber .....	October 20th
Columbus .....	October 21st
Miles City .....	October 22nd
Glendive .....	October 23rd
Glasgow .....	October 25th
Chinook .....	October 26th
Great Falls .....	October 27th
Lewistown .....	October 28th
Harlowton .....	October 29th
Deer Lodge .....	November 10th
Dillon .....	November 11th

The Great Northern, Northern Pacific and C. M. & St. P. railways are cooperating with the Montana Wool Growers Association in supplying speakers for the programs at the wool grower roundup meetings scheduled.

The local wool growers' organization, county agents and commercial club secretaries of the districts in which the meetings are held are making the local plans, such as meeting place, banquet, and the amusement part of the program.

The program will be of benefit to wool growers, business men, county agents, bankers, and, in fact, everyone interested directly or indirectly in the wool growing and sheep raising industry.

The Montana Wool Growers Association is very anxious to have everyone interested in the industry attend these meetings. The cities in which the meetings are held are glad of this opportunity to entertain outside guests. A most enjoyable and instructive time is assured all who attend.

M. E. Stebbins, Secy.

#### SALE OF DENVER UNION STOCK YARDS

The Denver Union Stock Yards changed hands on August 26. In regard to this transfer the following statement appeared in the August Monthly Record published by the Packers and Stockyards Administration:

"The Denver Union Stock Yards was sold on August 26 to a newly organized local concern headed by Bosworth, Chanute & Company, the well known Denver bond and investment firm. A contract has been signed to take over the property which is valued at \$4,500,000. The Swift and Armour interests have been the chief owners of the yards. This sale marks the passing of one more market center from packer control to private control. The 'consent decree' of the District of Columbia court called for the packers to dispose of their interests in stock yard companies, but it is a long and slow process. It is not anticipated that there will be much, if any, change in the policies of the new company since Mr. J. A. Shoemaker is to be president and the present personnel will be retained. Mr. Shoemaker will remain as manager of the yards. On the new board of directors the Armour and Swift interests will be represented. This purchase, representing one of the heaviest deals in years in Denver business circles, is important as it brings into home ownership one of the outstanding business enterprises of the state.

"The physical property of the stock yards company to be transferred to the new concern comprises over 100 acres of pen equipment for handling animals on the market, a spacious office building, scale houses, sheep barns, stock show buildings and general equipment for the handling of live stock and the business connected with that industry."

#### INTERNATIONAL OFFERS NEW ATTRACTIONS FOR WESTERN SHEEPMEN

Range sheepmen are offered an attractive opportunity to exhibit carloads of the sheep at the International Live Stock Exposition which will be held at the Chicago Union Stock Yards, November 27 to December 4, 1926.

Sheep bred and dropped west of the 98th degree of longitude, which runs through the Dakotas, Nebraska, Kansas, Oklahoma and Texas, will be shown in the range classes separate from the native classes. Three contests are offered in the range division, one each for two-year-olds, yearlings and lambs in which \$75 will be paid for first prize and \$25 for second prize. The winning loads then meet the winners in the native classes for the championship with which goes \$100 in premium money. In addition President John Clay of the International and the packers will award special prizes of \$250, \$75, \$50, and \$25, for the four best carloads of sheep or lambs in the show. If the champion load is sired by registered Shropshire rams, that breed association will add \$100 and if sired by registered Hampshire rams, the Hampshire Association will add \$50 as special premiums.

A new contest which will appeal especially to range men is for carloads of grade lambs from range ewes which grazed west of the 98th meridian last year. The five best loads in this class will receive \$250, \$100, \$75, \$50, and \$25.

Full details may be secured from Secretary-Manager B. H. Heide, International Live Stock Exposition, Union Stock Yards, Chicago.

#### GROWTH OF CANADIAN WOOL COOPERATIVE

Cooperative selling of wool is taking a gradual but strong hold on growers in Canada. The Canadian Cooperative Wool Growers, organized eight years ago, can now entitle itself "a coast-to-coast organization." In addition to its four offices—a general office in Toronto and branches in the provinces of Quebec, Ontario and Manitoba—it has the assistance of sheepmen's organizations from Prince Edward Island to British Columbia.

Reports on the work of the Canadian Cooperative are to the effect that it not only has secured higher prices for the clips of individual producers using it, but has brought about a higher level of prices for the entire Canadian clip, which in turn has meant a better market for pure bred sheep.

## Around the Range Country

The notes on weather conditions during September appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau, and based upon reports and publications of that bureau.

The letters are from interested readers. The Wool Grower welcomes and desires such communications from any part of the country and also invites comments and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

### WYOMING

The growing season was suddenly terminated in the last week by exceptionally low temperatures. Ranges however, were mostly well cured, and grass existed in sufficient quantities for live stock. Most animals were in good or excellent condition, and in extreme western counties have begun to migrate to the lower ranges. Shipping has continued generally, and has been largely completed in important northern sections.

#### Shoshoni

Central Wyoming had good rains the first week of September, then two weeks of warm weather and rain and snow the last days of the month; and feed conditions are very good.

About ten per cent more ewes will be bred in this section this fall than a year ago and most of the sheepmen will keep about 85 per cent of their ewe lambs for replacement purposes. Ewes have changed hands at the following prices: Yearlings, \$12.50; aged, \$5 to \$7; mixed ages, \$12.

Wether lambs have been bought here at 10 $\frac{1}{4}$  to 11 $\frac{1}{2}$  cents and the ewes at \$12.60 per hundred pounds. The weights of the lambs this year are about what they were in 1925.

Alfalfa hay in the stack is bringing \$10. Herders' wages range from \$75 to \$85.

James Scott.

#### Riverton

September was generally fair with some showers. The fall range is in fair condition. Some sales of wether lambs have

been made here at 11 cents and ewe lambs have recently brought 12 $\frac{1}{2}$  cents. Most of the lambs are lighter in weight this year.

Yearling ewes are changing hands at \$12; aged at \$6. About half of the ewe lambs will be retained this fall and about ten per cent more ewes will be bred. Range conditions do not warrant any increase in sheep numbers in this section.

The Biological Survey is short of funds and I, for one, am in favor of levying a tax—say, from half to one cent a head—on all stock sheep to raise funds for the extermination of predatory animals.

Alfalfa hay can be obtained at \$6 a ton. Herders are paid \$75 a month.

C. W. French.

#### Thermopolis

On the 24th and 25th of September this section of Wyoming had a killing frost, the thermometer going down to sixteen degrees above zero on the 24th and to ten degrees above zero on the 25th. Some loss was caused to the farmers. Otherwise September weather was good, with a few light rain storms, and feed conditions are good.

The sheepmen of the Bighorn Basin are all optimistic about the future and their flocks are going into the winter in fine condition.

Wether lambs are being bought at 10 $\frac{1}{2}$  to 11 $\frac{1}{2}$  cents a pound. A good many of these lambs will be fed by the farmers around Worland. Washakie County is fast coming to the front as a feeding point. For the last few years they have topped the market with their fat lambs and steers. It is only a matter of time until the whole of the Bighorn Basin (the garden spot of Wyoming) will be one of the largest feeding sections in the Rocky Mountain region.

I have not heard of any sales of yearling ewes, although some aged, broken mouthed ewes have moved at \$5.50 to \$7.50, according to grade of sheep. All the fine woolled ewe lambs are being kept this fall, but the outfits with coarse woolled ewe lambs are marketing them. There will be about a twelve per cent increase in the number of ewes bred; this part of Wyom-

ing can easily support more sheep than we have.

The asking price of alfalfa hay in the stack is \$8, and the going wage for herders is \$75 a month.

James Dickie.

### IDAHO

Exceptionally cold weather in the closing week terminated the growing season definitely, the frost cutting down practically all uncut alfalfa. Ranges have continued exceptionally dry, and the winter areas are still in need of rain, though heavy rain in the foothill sections of the east and south at the end of the month was highly beneficial. Snow fell low in the mountains generally. Live stock have thus very largely left the mountain ranges. Fall pastures are very good in northern counties.

### Notus

Sales of ewes in this section have recently been made at the following prices: Yearlings, \$12; aged, \$7 to \$8; and mixed ages, \$8 to \$12. Wether lambs have been purchased here at 10 $\frac{1}{2}$  cents and mixed ewe and wether lambs have brought 11 $\frac{1}{2}$  cents. Generally the lambs from this section have not been so heavy as in former years.

The dry and cold weather that prevailed all the month of September has made the prospects for fall feed anything but good. Alfalfa hay can be had at \$7 a ton in the stack.

Seventy-five dollars a month is being paid to herders.

E. P. Gilbert.

### Whitebird

Plenty of rain fell during September to make good fall and winter feed on the range. The feed is unusually good, too. There was an extremely cold snap on September 25.

Most of the lambs were contracted early and cheap, at 10 $\frac{1}{4}$  cents. White-faced ewe lambs were worth 12 $\frac{1}{2}$  to 13 cents a pound and some are holding their fine-wooled ewe lambs at \$10 a head, but not many of them have been sold. Nearly all

the white-faced ewe lambs have been retained by their owners.

There was around 140,000 pounds of wool in Grangeville last spring, most of it being sold at 29 cents and ten cents for tags. Some wool has been sold recently for 31 cents with a dock of one per cent for tags.

Sales of ewes have been made at \$14 a head for yearlings, \$6 to \$8 for aged, and from \$8 to \$14 for mixed ages. I think that there will be a few more ewes bred this fall than last season. Our winter range will support more sheep than we now have.

Wages for herders are \$75 to \$80.

Robert J. Gill.

#### MONTANA

Many record breaking low temperatures occurred over the state during the closing week, when the growing season was abruptly terminated. At the same time rather heavy snow fell, even at the lower elevations. Much uncut alfalfa was frozen. Ranges continue short over the eastern portion, due to drought, but elsewhere the grass supply is about normal. However, much of it has not cured well. The severe weather was hard on live stock, though they remain in good condition and many shipments have continued, especially in the eastern part of the state.

#### Shonkin

Lots of rain and snow, dark cloudy days, and hard killing frosts three nights in succession is the record for September. The prospects for fall feed are fair; the grass is all green, but it is not very good for winter feed.

Breeders are keeping about 40 per cent of their ewe lambs this fall for replenishment purposes. Some yearling ewes have been bought at \$12 a head recently and five-and six-year-olds and up, not broken, have moved at \$6 to \$7. Mixed ages, with no old sheep included, have sold at \$13.

Purchases of wether feeder lambs have been made here recently at ten cents, and 12½ cents has been paid for ewe lambs. Lamb weights were one pound heavier generally than in 1925.

No hay is changing hands at present. Herders' wages are \$60 to \$75 a month.

Northwestern L. S. Co.

#### Valentine

September was a decidedly stormy month in this part of Montana and prospects for fall range feed are only fair. Alfalfa hay is quoted at \$10 a ton in the stack. Feeder lambs have been sold here at 10½ to 11 cents for wethers and 10½ for mixed ewe and wether lambs. I think nearly all the lambs are slightly below last year's weights. Most of the breeders are keeping their ewe lambs, however.

Ewes have been reported as changing hands at \$12 for yearlings, \$5 to \$7 for aged, and \$4.50 to \$6 for those of mixed ages. There will be an increase in the number of ewes bred this season. Conditions here, I believe, warrant an increase in the size of the flocks.

Herders are getting \$60 a month.

B. M. Bean.

#### OREGON

Unusually low temperatures in the last week caused killing frost in most sections, especially in the east. The later crops of alfalfa had largely been cut before the frost however. Pastures have shown some improvement, especially in western sections. Live stock have continued to migrate from the national forests.

#### Kimberly

Feed prospects are bad here; we had no rain at all during September and it is very dry. Nearly all the lambs were about five pounds lighter than when marketed last year. Some feeder lambs have been purchased here lately at 9½ for wethers and 10½ cents for mixed ewes and wethers.

Sales of ewes have been made at the following prices: \$13 for yearlings; \$9 for aged; and \$10 for those of mixed ages. I think about the same number of ewes will be bred this fall as formerly, although it might be a little below normal. About 50 per cent of the ewe lambs are being retained.

Eight dollars a ton is being asked for alfalfa hay in the stack.

Herders are getting \$75 a month.

Chas. V. Bales.

#### Fossil

We have had dry weather during September, but the feed on the fall range continues in pretty fair condition. There is

nothing in conditions here, however, so far as range is concerned, to warrant much of an increase in sheep numbers. I think most of the sheepmen will keep their ewe lambs this fall, especially the fine wools. A few aged ewes have recently changed hands at \$9.50. About the same number of ewes will be bred this year as in 1925.

Twelve dollars is the price of alfalfa hay in the stack. Wages for herders range from \$85 to \$90 a month.

Winlock Hendricks.

#### WASHINGTON

Exceptionally cold weather in the last week brought the growing season to an end, and the snow level came well down on the mountains. Live stock have continued to do very well, however, as pastures and ranges have been moderately good locally, and exceptionally good in many areas.

#### CALIFORNIA

The fourth cutting of alfalfa is well along, under favorable harvesting weather. Mountain ranges, though needing rain, have been fairly good, and live stock have as a result continued in good or excellent condition. Many animals have been moved from the mountains, and much shipping reported. Dry feed on the intermediate levels has continued ample for live stock needs.

#### Woodland

Feed on the fall range was plentiful until a week ago (September 24), but now the sheepmen are looking for feed. Dry cool nights and warm days made up September weather. Today, October 1st, however, we have had half an inch of rain. Alfalfa hay in the stack is priced at \$8.50 to \$9.50.

This year's lambs as a rule were heavier and better than the 1925 crop. I sold a bunch of my wether lambs recently to a local butcher at ten cents. Most of the raisers kept their ewe lambs to replace the old ewe end of their flocks. Yearling ewes have been selling up to \$14 a head, while ageds have gone at \$3.50 to \$6. Herders are getting from \$65 to \$75 a month.

(Continued on page 39)

## SHEEP GRADING FOR BETTER WOOL PRODUCTION IN NEVADA

By Joseph W. Wilson, County Extension Agent, Elko, Nevada

Considerable interest has been manifested in the West regarding the results obtained from grading range ewes for more and better wool production. The purpose of the work in Nevada, begun by the Nevada Extension Service and the Elko County Farm Bureau, was to retain the ewes having the most valuable fleeces, using the factors not only of weight but of length of staple, density, quality and evenness of fleece.

The work began October 8, 1925, when Dean J. A. Hill of the University of Wyoming, graded 840 lambs owned by J. H. and J. L. Carter of Lee, Elko County, Nevada. Of the 840 lambs graded 187, or 22.2 per cent, were culled and branded "T". The culled and reserves were then turned together in the ranch pasture where they remained during the winter and early spring. The lambs were fed wild hay from November 15 to March 15, and were in good condition at the time of shearing.

The lambs were weaned from April 28 to June 15, 1925. On account of their size and age Dean Hill expressed some fear that a higher percentage of error would occur in the grading than would be the case with old ewes.

For the benefit of those intending to follow in this work, the detail of the method is set forth. The 840 lambs were corralled and about eighty in the bunch were run into a chute about four feet in width and fifty feet long. An individual examination was given each sheep by Dean Hill, who was followed by the writer and Leslie Carter, who also examined the

found on the upper portions of the body. The density was determined through the sense of touch from the handfuls gripped on the sides.

The covering of the body was noted, and particularly the texture. The texture of many of the lambs was uneven and showed kemp. The kemp was partially due to a strain of Persian blood which had been introduced into the flock several years previous.

On April 23, 1926, the lambs were sheared and a check made on the fleece values of the two different grades of fleeces.

Those familiar with ranch conditions realize that it is not easy to obtain records as complete as those obtained at an experiment station. We had, however, the full co-operation of Messrs. J. H. and J. L. Carter, and the information received has been obtained in a practical way and will be of value to the Carters in improving their band.

The reserves and culled were separated before shearing. Of the 653 reserve lambs, 266 fleeces were individually classified as to length of staple, texture and shrinkage.

The average weight of the wool was determined by weighing two bags of wool and counting the fleeces in each bag.



Grading and Weighing Wool at the Carter Ranch.

sheep and assisted in keeping the two grades separated. The culled were then branded "T" and the reserves branded "V".

The fleeces were first examined for length at the point of the right hip bone, as the hip bone was considered one of the places where the shortest fleeces would be



Reserve Yearlings. Average Fleece Value, \$2.72.



Cull Yearlings. Average Fleece Value, \$2.03.

The checking method was somewhat improved on the cull lambs. Fifty fleeces of the 187 culled were weighed individually and classified as to length of staple, texture and shrinkage, from which was determined the grease value per pound and the fleece value. The method of procedure is best shown by an extract from the table.

Fleece No.	Grade	% Shrink	Weight Pounds	Grease Value Per lb. (Boston)	Fleece Value
16	1/2 Clothing	53	4	.46	\$1.84
17	"	60	5 1/2	.39	2.14
18	"	60	5	.39	1.95
19	Fine Clothing	62	5	.37	1.85
20	1/2 Clothing	58	4	.41	1.64

The prices used in the table were those quoted in the San Francisco Federal Market Report of April 20, 1926.

The shrinkages were estimated by J. J. Durham, Government licensed wool grader of the Pacific Cooperative Wool Growers. Mr. Durham grades a large volume of wool annually for that association.

A recapitulation of the weights of the cull fleeces is given below—

Number of fleeces weighing 2 lbs.....	1
Number of fleeces weighing 3 lbs.....	1
Number of fleeces weighing 3 1/2 to 4 lbs.....	9
Number of fleeces weighing 4 1/2 to 5 lbs.....	15
Number of fleeces weighing 5 1/2 to 6 lbs.....	14
Number of fleeces weighing 6 1/2 lbs.....	3
Number of fleeces weighing 7 lbs.....	6
Number of fleeces weighing 7 1/2 lbs.....	1
<b>TOTAL.....</b>	<b>50</b>

The average weight of the reserve fleeces being 6.75 pounds, only seven of the 50 culled weighed more than the average weight noted. Of these seven 7-pound fleeces, two were of three-eighths grade and one a quarter blood, a wool considered undesirable for the Carter flock on account of coarseness.

Comparative figures show the different values—

	Average Shrink—%	Average Fleece Wt.	Av. Price Per lb. (cts.)	Average Fleece Value
RESERVES .....	59.68	6.75	40.03	\$2.72
CULLS .....	58.5	5.29	39.06	2.03
Value of Reserve Fleece over Culls.....		1.46	1.24	.69

Since Mr. Carter finds it impossible to

buy good bunches of ewe lambs constantly to maintain his flocks, he has expressed his intention of keeping his own ewe lambs of Rambouillet breeding and culling for higher fleece value, as in 1925-1926.

While some criticism has been made that culling for more wool culled ewes of

shearers and shearing shed hands came before the Arbitration Court in Sydney last April. Secretaries of the union and of various graziers' associations represented the two interests in presenting and considering the testimony offered. The decision of the court was announced in June. The award, as made by the court, was the subject of the following comment by *Country Life*, a stock and station journal published at Sydney:

"Sheep owners will be called upon to pay more for their shearing this year as a result of the new Federal Pastoral Award. Apparently the increase was granted on what the court estimated to be the increased cost of living since the old award was made."

"There are several ways of looking at the award. One is that, while the A.W.U. asked for an increase of 22s (\$5.50) per hundred sheep, the court awarded an increase of only 2s (50 cents). From this point of view the industry might consider that it ought to be thankful for small mercies."

"Still, it seems to be a well-established custom of unions to ask for a great deal more than they are likely to get. We are certain that no grazier ever imagined that the court would grant even a considerable proportion of the extra 22s (\$5.50) per hundred asked for by the A.W.U. After all, what in the name of reason could possibly justify such an application?"

"It is true that, after the old award was made, wool prices went up and up for awhile, but since then they have come down and down. Today, wool is selling at something like 50 per cent below what it sold twelve or eighteen months ago. 'The bloom' is off the wool market! We also know that whatever increase in the cost of living there has been in the last year or two has been comparatively slight."

"Another way of looking at the new award is that it does increase the costs of wool production. It may be statistically proved that such increase is not great, but the point is that the tendency in the costs of production is upward all the time. You do not hear of rates coming down!"

"You have to take it as part of the general process of increasing costs. Here in this state the Workmen's Compensation Act and the Rural Workers' Accommodation Act and the shorter working week in the cities and in the government services are all adding to the costs of production. A little here and a little there, and a little somewhere else, amounts to a lot in the aggregate."

"All over Australia it is the same story. Costs of primary production are constantly climbing, while prices for some of the most important primary products are coming down, and prices for the others are not rising. Wool, for example, has fallen from £35 (\$175) a bale to £21 (\$105). The outlook for export mutton is anything but cheerful, and there is talk of 'low prices'."

"Obviously this sort of thing cannot continue much longer. It is economically impossible. In the fixing of wages and hours, and general conditions, even for the secondary industries, and the city businesses, and the general services, the primary industries will have to come into consideration because directly or indirectly they are called to carry so much of the increased burden. Otherwise, our whole economics structure will topple like the proverbial house of cards."

#### FIXING SHEARING RATES IN AUSTRALIA

How would American wool growers like to appear before a governmental body when the rate of payment for shearing sheep or other ranch labor is to be settled? They must now do this when freight rates are under consideration, and charges at the stock yards are under control by government departments and officers, but the railroads and markets have been declared to be public utilities and subject to regulation in the interests of their patrons.

The often envied Australian pastoralist has many real advantages in his climate and other factors affecting the production of wool, but he is not to be envied in the position in which he is placed in determining the wages of his employees.

Upon complaint of the Australian Workers Union the case of wages for sheep

## TAX TROUBLES OF STOCKGROWERS

By George K. Bowden

*The making of income tax returns is an extremely complicated matter for live stock concerns. The attitude of officials of the Bureau of Internal Revenue and their policy of making claims for years for which it is difficult to obtain satisfactory records of actual values still embarrass many live stock raisers. The author of this article, Mr. George K. Bowden, is a practicing attorney in Chicago and has had extensive experience in general law practice. For some time he was an officer in the Bureau of Internal Revenue and has a full understanding of tax matters and methods of computing returns. A year ago Mr. Bowden was appointed as attorney for the Committee on Public Lands and Surveys of the United States Senate and accompanied and advised the committee during its various hearings in the West and in Washington, subsequently drafting the report rendered by the committee to the Senate.*

*The Editor.*

Federal income tax troubles of the stockgrower have largely concerned the basis used by him in making his tax return. He could, at his option, report his income on a cash receipts and disbursements basis or on an accrual basis. On the former he reported, for a given year, the gross receipts paid to him in that year and deducted from gross income expenses paid therein. Receipts from the sale of this live stock were reported as income in the year of sale irrespective of the number of years consumed in growing such. Profits, if any, on the sale of live stock which he had purchased were computed by taking the difference between the sale and purchase price. On live stock which he had grown, the total sale price was reported for tax purposes as gross income and there was deducted therefrom business expenditures made in the year of the sale.

On the accrual basis the stockgrower kept inventories of his live stock. He computed his income by taking the value of his inventory at the close of the year, adding to it receipts from sales during the

year, and subtracting from this sum the value of his inventory at the beginning of the year plus the price of stock purchased therein. By this method the profit made on his live stock was spread over the years in which he was actually engaged in making it and not dumped all in one year, the year of sale. During the high tax years this was a matter of considerable importance. As the rates of tax varied in those years, it was also important to determine in what year profit was made.

The chief difficulty encountered in the war years with the accrual basis was that methods of taking inventory required by the Commissioner of Internal Revenue were not suitable to the stock business. He permitted inventories to be taken on the basis of (a) the cost of stock, or (b) cost or market price of stock, whichever was lower. Market price could thus be used only if it was lower than cost. As to stock purchased, these methods were satisfactory to the stockgrower, but as to stock grown by him such methods were entirely unsatisfactory. Generally there was no cost to be computed on such stock because the cost of growing, such as wages, feed, etc., were handled as an expense and not capitalized. Then, it was next to impossible to determine accurately the cost of such animals. Difficulty arose too, in identifying animals bought from those grown. Generally, animals grown were not included in inventory. Consequently, growers could not get the benefit for tax purposes, of losses suffered on stock grown nor of the full value, in their inventories, of all their live stock.

Appreciating these hardships the Commissioner of Internal Revenue in 1920 amended the income tax regulations pertaining to methods to be employed by stockgrowers in taking inventories. He authorized basing inventories on the "farm price" method. Under it the stockgrower could inventory his stock at market price "less the cost of marketing." He could also inventory on the old cost basis, the basis being optional with him. If, however, he changed to the new basis, he had to go back to 1915 and adjust the tax from

that year to the year of change by computing taxes for those years under the "farm price" method. Later this adjusting of the taxes for preceding years was limited to years from 1917 to the year of change. In 1922 the Commissioner limited adjustments to one year preceding the year of change, except that he reserved the right to adjust taxes for preceding years if such were necessary to reflect clearly the income in the year of change.

The Commissioner's requirement to adjust previous years and the change to the "farm price" method worked out in many cases to the benefit of the stockgrower. Many of them received refunds of taxes paid in prior years because of these adjustments.

The accrual method, including inventories taken on "farm price", was of great value to stockgrowers who were subject to excess profits taxes. These taxes were levied from 1917 to 1921 inclusive. The rate of tax depended upon the ratio of profits to the capital invested in business. Where the ratio was low, the taxpayer might escape from any tax or at least get a low rate. But where it was large the tax rate increased as the ratio of profits mounted until a maximum rate of 80 per cent of the net income was reached. Now, the stockgrower's capital was mainly in his live stock. The value of the live stock could only be reflected in his invested capital for tax purposes if the taxpayer took inventory. Prices of live stock were increasing in the war years. This appreciation in the value of a grower's stock could only be reflected in invested capital by using the "farm price" method and taking inventory based on market price. Such inventories materially increased the invested capital of the stockgrower and thus lessened his excess profits taxes.

The adoption of the "farm price" method proved very expensive, however, in the years following the war. Under it the stockgrower reported for each year as income the increases in the market value of both animals he sold and kept. As to the stock kept he was therefore taxed on "paper profits." This condition

would not have prevailed under the old method of inventory because he could not take his stock into inventory at a value higher than cost. It is true that such stockgrower had the advantage of "paper losses" as an offsetting factor. A study, however, of the rise and fall of stock prices in the post-war years clearly indicates that the stockgrower using the "farm price" method suffered therefrom. Below is a table of the average market prices of old sheep and lambs at Chicago for the first and last weeks of each year from 1919 to 1925 inclusive.

Old Sheep							Lambs						
Year	1st Week	Last Week	Inc	Dec.	1st Week	Last Week	Inc.	Decrease	1st Week	Last Week	Inc.	Decrease	
1919	\$10.00	\$10.00	\$ .10	\$	\$15.80	\$17.70	\$1.90	\$					
1920	10.00	3.85		7.15	18.00	10.65		7.35					
1921	4.40	4.70	.30		11.25	11.20		.05					
1922	5.10	7.50	2.40		11.50	14.10	3.60						
1923	7.75	7.00		.75	13.90	12.75		1.15					
1924	7.50	8.25	.75		13.20	17.60	4.40						
1925	8.25	8.25			17.25	15.65		1.60					
					\$3.55	\$7.90							
									\$9.90	\$10.15			

The above figures are given only to indicate the trend of market prices.

For the years included in the table the increases in closing over opening prices are less than the decreases. But it should be noted that 1920 is the only year in which any large decrease took place. Operating losses in that year made the shrinkage in inventory of no help in reducing income. Unfortunately for the taxpayer, the net loss in 1920 could not be applied to reduce income for tax purposes of years preceding or succeeding 1920. In this regard 1920 is an exception, for the losses of other years can, under the tax laws, be carried forward or backward according to the particular year, to apply against income of succeeding or preceding years. Thus, for tax purposes "paper profits" of the stockgrowers who adopted the "farm price" method exceeded the "paper losses" and they have paid taxes on a larger income than they actually realized in the postwar years.

From 1921 to 1923 the growers were recovering from the serious losses of 1920. They could ill afford to pay taxes on the increased values of their stock inventories especially when in many cases stockgrow-

ers realized no actual income in those years.

Considering the experience of past years a method of reporting income for tax purposes which does not include inventories seems to be preferable for stockgrowers. The cost basis of taking inventories does not adequately reflect the value of live stock on hand. The "farm price" method renders the taxpayer liable to pay taxes on "paper profits"; then in taking inventory there is great difficulty in computing either cost or market price of stock. The market price can, at best, only be esti-

tated seems to be the most desirable method to be employed by stockgrowers in computing their income taxes. This method is not expressly authorized by the Commissioner of Internal Revenue. The income tax regulations, however, do not forbid this method. In a letter to Honorable B. G. Humphries dated October 30, 1923 the Commissioner of Internal Revenue stated:

"I have to advise that under the law and regulations farmers are not required to compute their income upon the inventory basis; on the other hand, unless books of account are kept on the accrual basis with inventories, farmers are required to file returns on the basis of cash receipts and disbursements."

Many taxpayers have, however, made their income tax returns on an accrual basis without inventories in years past and these have been accepted by the revenue agents.

The cash receipts and disbursements basis is recommended in preference to the accrual basis with inventories. There is no longer an excess profits tax so there is no need of building up invested capital. The cash receipts and disbursements basis does not accurately reflect the income of a given year. Over a period of years it is fairly accurate and tax rates are likely to be uniform from one year to another. This basis of reporting involves less expense and less occasion for controversies with revenue agents.

Stockgrowers may, at their option, change their basis of reporting income for tax purposes from a cash and disbursements basis to an accrual basis. To change from an accrual basis to a cash basis, however, probably requires the consent of the Commissioner of Internal Revenue. Application for such consent should be made to the Commissioner at least thirty days before the end of the taxable period. Applications should be made in writing and should be accompanied by a statement specifying the classes of items to be differently treated under the two systems of reporting, and specifying all amounts which should be duplicated or entirely omitted as a result of the proposed change.

The Board of Tax Appeals has recently held that where there was a change in the membership of a partnership engaged in the stock business, a change in the basis of reporting income for tax purposes could be made without the consent of the Com-

missioner. After the change of membership a new partnership was created and it was not bound to adopt the basis used by the old partnership. Where a stockgrower is a corporation, a new basis may be adopted upon its reorganization into another corporation. If an individual incorporated his business, the corporation resulting could adopt a basis of reporting income for tax purposes which would be different from that employed by the individual. The new taxable entities would be free to select the cash basis without obtaining consent of the Commissioner of Internal Revenue.

Concerning past years the income tax regulations provide that amended returns may not be filed changing the method of taking inventory from the cost basis to the "farm price" method. The Commissioner of Internal Revenue has ruled that where a stockgrower reported on a cash basis in 1917, he could not, in 1923, file amended returns for 1917 changing the basis for that year to an accrual basis. The Commissioner is very likely to refuse permission to change for a past year where the effect of the change would be the reduction of tax for that year. Where, however, the Commissioner grants a change from the accrual to a cash basis in the current year, he may permit an adjustment of preceding years for the purpose of more clearly reflecting the income for the year of change. He has permitted such adjustments to be made for past years where the change has been from a cash to an accrual basis. Granting such permission would be very helpful to stockgrowers who reported on the "farm price" basis in the post war years.

Most of the controversies now existing between the Bureau of Internal Revenue and stockgrowers involve the determination of market values of live stock included in inventories taken by these taxpayers who filed tax returns on the "farm price" basis. Market values are questions of fact. Such value of one grower's stock is probably different than that of another. The "farm price" method is based on market price "less cost of marketing." Different growers will have different costs of marketing. In computing values of live stock under the "farm price" method, the

Commissioner of Internal Revenue should be liberal with stockgrowers. He should appreciate the difficulty they have had

in arriving at market value of their particular stock and his lack of evidence of such value.

## How About Advertising?

G. P. Williams

One of your contributors cites sundry co-operative advertising agencies and would lead the reader to believe there may be fruitful possibilities in that line for the wool producer. Others have wished to imitate these notable advertising movements in creating a wider consumption of lamb. The value of advertising is an accepted fact.

When you bowl the ball down an alley a good many pins tip over that were not hit by the ball at all—they tipped and tottered and fell over in an altogether indifferent way just because some other pin that was hit fell against them. In the same way advertising enthusiasm is contagious. In a somewhat similar comparison Aunt Cindy listens in on the party line and picks up a small fragment of gossip—and in a day or two there can result a full-sized mushroom story by pure implication of the fertile human brain and mortal discussion and amplification.

In the very interesting play "The Cat and the Canary" the wag on sundry different occasions and quite periodically throughout the performance comes out with the same old habitual saying of his: "Well-l-l, that may be true—but-t-t, on the other hand it may not-t-t-t!" When we come to argument by analogy as Mr. R. A. Ward would have us—from citrus growers and raisin growers and rayon makers and coffee drinkers to wearers of wool—and may be to eaters of lamb, I believe there is room for analysis of the situations.

Then, gentlemen of my listening jury, if so be there are as many as a full panel reading me, a lot of records were put on the slate during the inflation period that were due purely and simply to the abnormal and plenteous supply of ready cash that mortals had to spend right then and since. Advertising values can not be gainsaid, but there is a whole lot more essential prosperity right now than there was say in 1913 and if not a single cent had been spent advertising citrus fruits

and raisins and rayon and coffee the increased consumption would have been astounding.

Then we are all familiar with the old story about who killed the bear. In the same way, are the advertising propagandists warranted in claiming all the results in lemons and raisins and rayon and coffee comeback? Health education and the growth of knowledge and health information should have a large share of credit for increased fruit consumption. Now listen: I never saw a North Carolina sandhill peach advertised in any magazine—but within fifty miles of the orchard this last summer I paid as much for sandhill peaches by the dozen as for lemons advertised nationally and shipped across the continent!

Now as to coffee-comeback propaganda! I for one am willing and disposed to try any interesting substitute for coffee—but say, listen: The reason I come back to the old coffee taste may be because the substitute after all day-in-and-day-out may not suit me so well! That's that so far as I am concerned, but if any magazines can make a few million playing up the idea of just why a man comes back to his first love—the million is theirs fair enough by the rules of the game and human nature helping on!

Rayon is something new and jazzy, so to speak—and people want it. I didn't buy my pair of rayon sox because I saw an ad about them or because I read a magazine about rayon! I saw the sox on the other fellow's feet and on the counter and noted the price and went ahead and bought them—and let me say that a few ladies have told me they are kind of disappointed in their rayon so far and wonder if it really is going to stick, or "stay in" as they say.

Now let us consider the "Save the Surface and You Save All" case. When it started housing and construction were in low gear and the war had caused people to put things off—so naturally with the

big boom in building until they are really painting houses to stand empty and since people have got on their feet after the war so they can paint up the old stuff, don't you think there are reasons for increased paint consumption "away there" besides the magazine advertising campaign?

The lawns in our county seat town are kept 100 per cent better than they were just a few years ago—yet there has been no national advertising campaign that I have heard of exhorting and educating and persuading people to keep their lawns better; Neighbor Jones kept his lawn clipped up all summer and the beauty and the pride and the satisfaction of the thing and its comparative economy was contagious and this idea of better lawns just grew like hundreds of other practices grow in our newer days.

The U. S. government reports indicate that the value of America's poultry crop yearly exceeds the value of her cattle and exceeds the wheat crop—yet no cooperative magazine campaign has been put on in behalf of this industry. High as the price of eggs may seem to some there is no gainsaying that eggs are one of our lowest priced animal foods and for that very reason a stiff competitor of all meats. The high price of poultry is all that prevents the American people from increasing its consumption inordinately! If some years ago a hundred million dollar cooperative advertising campaign had been pulled off in behalf of eating more poultry products it no doubt would now be occupying luxurious suites and be credited with a great part of present poultry advancement.

Wool is as old as history and whenever wool has come forth in distinctive beauty and art and sold within reach, man has worn wool and without doubt will continue to use forms of it to the end of time. Lamb holds an aristocratic place among meat menus—a development one might say confined to little over twenty-five years. Wholesale carcass prices are highest of all meats and this fact like the price of dressed poultry is the restrictive element in demand.

The old timer used to say bluntly: "The more you have the more you want" —"Wealth courts more wealth." It is

human nature to wish to do as well as the other fellow—or to outdo him. Just because Buster Bill knocked the panel out of a door is no reason that I can and no reason that I won't find a harder tougher panel to bust than he picked out. Under existing tariff conditions sheep are due for legitimate expansion; prohibitive carcass prices of dressed lamb only restrict its wider use; wool has been bumped no worse than corn and oats and wheat.

The sheep business seems to me in no distressing need for cooperative advertising. If wool could be raised five cents a pound, no doubt the agency would be proclaimed successful and the full-page ads and the swivel chairs would be given credit besides a few hundred thousand shiners. But there is a lot of wool every year in the country that could be made to realize five cents a pound more just by discreet marketing instead of dumping, no toll or assessment or subscription to an advertising fund being necessary to bring about such "internal improvements."

The western sheepman has made a lot of advancement in the last few years—better lambs and more money for them, and this improvement has been brought about mostly by individual and sensible effort on the ground. Maybe after a while somebody will bob up with something new and taking in wool manufacture and that would catch the eye of the magazine-reading world and be worth paying ten thousand dollars a page to print—suppose Mr. Ward would suggest what million dollar idea he has under his hat, strong enough to pay a dividend from this jazzy, fad-chasing world of ours!

#### CONDITIONS IN OREGON

We have had a very dry summer in this section of Oregon, but live stock have kept in good condition considering this fact. Lambs, however, have been lighter in weight, especially those shipped later in the season. The prospective situation is not particularly encouraging as we have had but one rain of any duration in the last six weeks.

Practically all fine and crossbred ewe lambs are being kept to replace old stuff. Demand for ewe lambs has been keen. Heppner, Ore.

J. G. Barratt.

#### EXPORT OF RAMBOUILLETS TO RUSSIA

Following its purchase of eighty-one Rambouillet rams at the National Ram Sale, the Russian Live Stock Commission visited breeders in the vicinity of Mt. Pleasant and Parowan, Utah, and in California.

Before reaching Salt Lake the commission had bought 250 ewes from breeders in Ohio and a similar number of ewes and a few rams from King Bros. Company at Laramie, Wyoming. Following the ram sale, purchases were made of 250 ewes from John H. Seely & Sons Company, 225 ewes from John K. Madsen and 200 ewes from W. D. Candland & Sons, all of Mt. Pleasant, Utah. The commission spent a short time at Parowan, Utah. Owing to a misunderstanding as to the time of their arrival, it was possible only to examine the flocks of L. N. Marsden, Wm. Marsden, and W. W. Pendleton and W. C. Pendleton. From these about seventy-five head of ewes were obtained at \$37.50 per head. Three hundred fifteen ewes were also bought from Bullard Bros. of Woodland, California.

In all about 1700 Rambouillets—200 rams and 1500 ewes—were secured by the Russian Live Stock Commission for export to their country. The sheep were shipped from the West to Baltimore, Md., where they were loaded on October 1 on the steamer "Denham" for transportation to Russia.

#### REVIEW MADE OF 1925 LAMB MARKET CONDITIONS

The Bureau of Agricultural Economics of the United States Department of Agriculture has recently made available mimeograph copies of a survey of conditions affecting the marketing of the 1925 lamb crop. The study upon which this report is based was made by Mr. H. M. Conway, assistant agricultural economist of the Marketing Livestock, Meats and Wool Division of the bureau, and as the question of lamb marketing is one of the such importance to sheepmen at this time, it will prove to be interesting reading. A copy will be sent to any one requesting it of the Bureau of Agricultural Economics of the United States Department of Agriculture, Washington, D. C.

## SHEEP AWARDS AT THE UTAH STATE FAIR

A very creditable showing of sheep was made at the Utah State Fair held in Salt Lake City during the week of October 2-9. Keener competition was in evidence in the Rambouillet section than in the other breeds, but there were also interesting exhibits of Hampshires, Suffolks, Lincolns, Cotswolds and Romneys.



W. D. Candland's "Taxpayer"—Grand Champion Rambouillet Ram at the Utah State Fair.

### Rambouillet

There were six exhibitors of Rambouillet: Bullard Bros. of Woodland, Calif.; W. D. Candland & Sons, John K. Madsen, Chas. H. Truscott and Waldo M. Bartin of Mt. Pleasant, Utah; and the North Can-

yon Sheep Company, Bountiful, Utah. Mr. J. H. King of King Bros. Company, Laramie, Wyoming, the judge in the Rambouillet division, selected Candland's "Taxpayer" as the champion ram and a Madsen entry as the champion ewe.

Of these two sheep, Mr. King made the following comments:

"The aged ram which was also champion, shown by W. D. Candland, was one of the best all-round stud rams I have seen for a long time. While not so large as some of the other entries,

could have been placed first without criticism, but the finer fiber, crimp and evenness of covering and feminine type of the Madsen ewe appealed to my judgment. The Madsen ewe had what I have always looked for in a ewe fleece—character, crimp and softness of touch."

The other awards follow:

Ram, 2 years and over—First and second, Candland; third, Madsen; fourth, Bullard.

Ram, 1 year and under 2—First, Madsen; second, Candland; third and fourth, Bullard.

Ram, under 1 year—First, Bullard; second and third, Madsen; fourth, Candland.

Ewe, 2 years and over—First, Madsen; second and fourth, Candland; third, Bullard



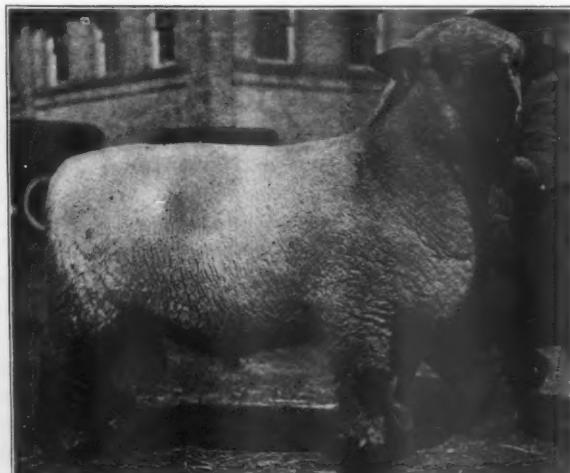
Grand Champion Rambouillet Ewe at the Utah State Fair. Exhibited by John K. Madsen of Mt. Pleasant, Utah.

Ewe, 1 year and under 2—First and second, Madsen; third, Candland; fourth, Bullard.

Ewe, under 1 year—First and fourth, Bullard; second Madsen; third, Candland.

Breeder's pen—First, Madsen; second and fourth, Bullard; third, Candland.

Flock—First, Candland; second, Madsen; third and fourth, Bullard.



The Grand Champions in the Hampshire division at the Utah State Fair. Both sheep shown by the Mt. Haggin Land and Livestock Company of Anaconda, Mont.



**Hampshires**

The Mt. Haggan Land and Livestock Company of Anaconda, Montana, walked off with practically everything in the Hampshire section. The Wasatch Agricultural Club of Heber, Utah, won second place in yearling ewes, third on breeder's pen and flock, and fourth in the rest of the classes. Mr. E. F. Rinehart, field animal husbandman of the cooperative extension work of the state of Idaho, was the judge in this division.

**Suffolks**

Mr. Rinehart also made the awards on the Suffolks. J. H. Patrick & Son of Illderton, Ontario, Canada, and Rulon Dixon of Provo, Utah, were the exhibitors and the former won all places except second and third in yearling rams, second in yearling ewes, third in ewes under one year, second and third in breeder's pen, and several fourth positions.

**THE PAROWAN SHEEP SHOW AND SALE**

The Southern Utah Rambouillet Sheep Breeders Association held its annual show and sale at Parowan, Utah, for three days commencing September 14. Twenty-six rams passed under the hammer at the sale, which took place the first day, at an average price of \$81.85. The top price was \$305 paid by George A. Lowe, Jr., for a stud ram entered by John K. Madsen of Mt. Pleasant. Another Madsen ram brought \$210 and an L. N. Marsden entry went at \$175, Roice B. Nelson and W. C. Pendleton being the respective purchasers. Consignors to the sale included John S. Dalton, William Marsden, John K. Madsen, Miller Bros., George A. Lowe, Sr., Burton L. S. Co., L. N. Marsden, Randell Wilcox, Clark Orton, Branch Agricultural College, Arnold Lowe, Clarence Richards, W. W. Pendleton & Sons and W. C. Pendleton. Col. Dwight Lincoln was the auctioneer.

The entries in the show were not so numerous as in former years, but their quality was exceptional. Dean Kenneth Ikeler of the Department of Animal Industry of the Utah Agricultural College, did the judging and made the awards as follows:

**Aged ram (6 entered)**—Branch Agricultural College, first; J. K. Madsen, second and third.

**Yearling ram (31 entered)**—J. K. Madsen, first; Day Farms, second and third.

**Ram lamb (47 entered)**—Day Farms, first and third; Miller Bros., second.

**Three ram lambs (40 entered)**—Day Farms, first; W. C. Pendleton, second; W. W. Pendleton, third.

**Ram and three of his get (16 entered)**—B. A. C., first; Day Farms, second; George A. Lowe, Sr., third.

**Aged ewe (12 entered)**—Day Farms, first and second; George A. Lowe, Sr., third.

**Yearling ewe (19 entered)**—B. A. C., first; W. W. Pendleton, second and third.

**Ewe lamb (36 entered)**—W. W. Pendleton, first and third; Day Farms, second.

**Three ewe lambs (30 entered)**—Day Farms, first; W. W. Pendleton, second; Miller Bros., third.

**Ewe and own lamb (11 entered)**—Day Farms, first; W. C. Pendleton, second; Clark Orton, third.

**Flock (3 entered)**—Day Farms, first; B. A. C., second; W. C. Pendleton, third.

**Grand Champion Ram (3 entered)**—J. K. Madsen.

**Grand Champion Ewe (3 entered)**—Day Farms Co.

**Outstanding Individual of Show (2 entered)**—J. K. Madsen.

**Ram Fleece**—W. C. Pendleton.

**Ewe Fleece**—E. Ray Lyman, first; Day Farms, second and third.

**EDUCATING THE PUBLIC REGARDING MEAT**

While no direct advertising of lamb has been undertaken in a large way in recent years, education of the public in regard to the place of meat in the daily menu has been going on, slowly perhaps but effectively. The work of the National Live Stock and Meat Board and other agencies on account of the fact that it is confined mainly to the large consuming centers of the East and Middle West does not perhaps come directly to the attention of the western sections.

Particularly interesting in this educational work is the proposed plan to hold an Inter-Collegiate Meat Judging Contest at the International Live Stock Exposition. The event, which is now scheduled for November 30 at 12:30 p. m., will be conducted along lines similar to those used in the live stock judging except that carcasses and wholesale cuts will be used instead of live animals. "The stimulation of more interest in the subject of meat generally" is the object of the contest. It is hoped that greater interest will be secured from the faculty of state agricultural experiment stations in the subject of meat and that students will be more desirous of studying it. It is also thought that other expositions, state fairs, etc., will wish to include meat judging in their list of events.

Meat schools for housewives, of course, are not so new, as meat judging contests—nevertheless extremely beneficial. During the week of September 27 the women's clubs of Toledo, Ohio, held a Women's Exposition. To it the National Live Stock and Meat Board sent its director of home economics to lecture twice a day on all phases of the subject of meat that would interest housewives. Meat cutting demonstrations by a trade expert were given in conjunction with the lectures and exhibits of meat in refrigerated cases also added illustrative interest.

A live stock "special" is another novel way of putting the meat question over. The Pennsylvania Railroad, the Ohio State University and the National Live Stock and Meat Board are cooperating in putting such a train over the Pennsylvania line in Ohio from November 1st to 12th. The "special" is to carry comprehensive exhibits of meats and a number of meat animals on the hoof. In addition to the presentations that are to be made on the train, lectures will be given in the auditoriums in the cities along the way.

These three events are only a few of the many undertakings in presenting meat in its proper light, but they furnish an example from which the general scope and merit of the work can be concluded. As stated above, its effectiveness cannot be doubted.

**BOSTON WOOL TRADE OUTING**

A picture of the Boston Wool Trade Association at play is furnished in a clipping recently received that covers the annual outing of the members of that organization at the Vesper Country Club at Tyngsboro, on September 21. About 250 members and fifty visitors were in attendance and engaged in the various events of the day. One of the big features of the outing was the tennis match by Mlle. Longlon and Bill Tildon as impersonated by Messrs. Draper and Foster. The completion of the tennis tournament conducted by the association, golf matches, whippet races, a "one-a-cat" baseball game, and other sports were included in the day's enjoyment. Consensus of opinion was that it was the best annual outing in the past ten years.

## DOMESTIC STOCK VS. GAME

An Address Delivered Before the Western Association of State Game Commissioners, at Boise, August 26, by  
J. H. Rutledge, Forester of U. S. Forest District Number Four.

The people of America have a background for believing that this country has inexhaustible resources of timber, game, grass, virgin soil and mineral. It has been our experience over a period of over 300 years that as such resources showed signs of failure, we had but to "put out the fire and call the dog" and be on our way to new fields. Many of us can trace our family during the last hundred years through some such course as, let us say, Virginia, Illinois, Missouri, Kansas, Oregon and Idaho following the frontier. The rib of mountains extending from Glacier Park through the Grand Canyon is the last frontier. Perhaps here at Boise we have within a radius of 500 miles as great virgin resources as at any point in America. It is no longer possible to move on to untouched regions.

The problem is, therefore, to inventory the resources at hand and plan for their best use. For example, Utah has 53,000,000 acres, of which two and one-half million are now cultivated, and by exercising the greatest optimism, it is difficult to see how more than a total of 5,000,000 acres or less than one-tenth can ever be tilled profitably. The other nine-tenths are made up of 12,000,000 acres of privately owned grazing lands, together with state lands, etc., 30,000,000 acres of low value public domain and 7,000,000 acres of national forests. It is the big job of every citizen of the state and of every state and federal agency to make these areas contribute most to the permanent wealth, health and happiness of the people of the states. In doing this, all kinds of land uses must be considered along with the necessities of the public.

The Intermountain District with which I have to deal comprises the mountainous regions extending from the Salmon River Canyon in central Idaho on the north to the Grand Canyon of the Colorado in Arizona on the south and from near the western boundary of Nevada to the eastern side of Green River drainage in Wyoming. Within it there are 29,000,000 acres of national forest lands. Upon these national forest lands there graze annually

a part or all of the year 3,000,000 head of sheep and one-half million head of cattle, from which the gross annual product of wool, meat and hides is worth not less than \$40,000,000. This livestock business furnishes employment to about fifteen or twenty thousand people, and is a tremendously important factor in the economic life of that region. These mountainous forest lands are at the same time the habitat of the big game, the fur-bearers, and of several species of game birds. The best conservative estimate obtainable placed the number of the more important game animals on the national forest areas in the Intermountain District in 1925 at 88,161 deer, 2,669 moose, 1,340 goats, 1,975 antelope, 30,651 elk, 2,731 mountain sheep, 3,972 bear, 111,000 fur-bearers, and numerous other animals. Superimposed upon the national forest lands are 47 state and federal game preserves totaling over six and one-half million acres, with other areas aggregating over 600,000 acres upon which grazing is restricted for game protection.

I want to recapitulate those figures. The 29,000,000 acres of national forest land carries 3,000,000 sheep, one-half million cattle, 131,000 game animals, and 111,000 fur-bearers, and one acre out of every four is either state or federal game preserve, or is otherwise affected in its use by the presence of game animals.

What interest has the Forest Service in game matters, may be asked? I think it is apparent from the statement of the situation and the evident contact of land uses, that the Forest Service could not escape the problem even should it so desire. To the Forest Service it is not a case of "Domestic Stock vs. (against) Game" as the subject was assigned, but it is now and I believe, will always rightly be "Domestic Stock and Game."

It is fortunate that we do not have to make a deliberate choice between the two, for I think we will all agree that the livestock business should be fostered in every way possible.

Each generation has its game problem to solve. Forty or fifty years ago there was an abundance of game in most of the

intermountain region. With but sparse population and the old black-powder gun, the rate of kill was low, although even then pack horse loads of deer skins were brought out of the Salmon River country with but scant respect for the law. The old blinds are still to be seen along the lower South Fork where the hunters lay in wait for the deer in their fall migrations. Then followed the hi-power gun, more settlement and mining rushes such as that into Thunder Mountain, during which there was wanton destruction. Laws were inadequate, and the enforcement lax. There was no public sentiment favorable to game protection. Under these conditions, the amount of game probably reached its lowest point about twenty years ago.

From that time the principles of conservation began to receive consideration. Strong sporting magazines began to appear. The American Game Protective Association was organized in 1911, and the Isaac Walton League was organized. Forceful writers appeared on the scene. Game laws were built up to meet conditions, law enforcement took better hold, game planting increased, and in general a strong public sentiment developed for game protection. As a result of this agitation and development, game has increased in a remarkable degree, especially during the last six or eight years.

The direction of this strong public sentiment for game protection is the problem of this generation, and with it such associations as this can best deal. The direction of this sentiment for game protection brings us squarely up against the question of "Domestic Stock and Game."

Game enthusiasts are divided sharply into two kinds which may for convenience be called the sentimental and the practical. In the sentimental class, I place those to whom game protection is the sole objective to be attained; who believe that killing a wild animal, even a coyote, is a crime; who would protect game absolutely from man and allow old age, disease,

starvation and predatory animals to take care of the over-plus. The sentimentalist would restrict the Jackson Hole stockmen and protect that herd which has jumped from 10,000 to 20,000 in five years, until the inevitable hard winter arrives and the state, federal and individual agencies are unable to provide enough hay and starvation takes its awful toll as in 1919. He would eliminate the settlers' stock on the Kaibab and allow the deer herd of 30,000 to 50,000 to eat itself out of house and home both winter and summer until congestion, under-nutrition, devitalization, disease and death decimate the herd as they are now doing.

The practical enthusiast believes in game production, protection, and utilization. He believes in handling the problem under a carefully worked out plan of game management, which involves the determination of where game is to be produced, how much, what kind, where, and what is to be done with the surplus. In any game management plan the question of the effect of domestic stock on game and the effect of game on the stock business must be faced squarely. To me it appears very necessary that the stockmen be represented in the preparation of any game plan. I think most of us agree in general with the writer of the article entitled "No More Waste Land," which appeared in a recent issue of the Saturday Evening Post. Certainly the lands which are waste so far as actual tillage of pasturage uses are concerned, should no longer be considered as real waste, but should produce to the fullest, game animals and birds. But if fully protected and un-utilized, a point is reached when the denizens of the waste encroach upon the field and the pasture. The best illustration of the solution of such a situation that I know of is in the State of Utah. Elk plants were made a few years ago, where it was presumed the animals would utilize waste lands on the range. They soon multiplied until they affected the range and were a nuisance around the ranches. The State Game Commission with the cooperation of the game enthusiasts and the stockmen, secured a state law under which an Elk Commission was established with authority to allow the removal by hunters of a limited number

of the animals. Last year several hundred were removed in this manner, and thus the way is paved for the production of elk on the waste places, and the utilization of the surplus with the minimum of interference with other interests.

I should like to present for your consideration the following points as vital to the success of any game management plan:

(1) Cooperative action, in the formation of the plan, with economic interests such as those of the stockmen. To be sound, I believe every plan should be able to withstand the test of such cooperative scrutiny. In using the term "cooperation," I have in mind the definition "co-operation means so conducting ourselves that others can work with us."

(2) Clear conception of objective. This involves the question of where we are going to raise game, how much, what kind, disposition of surplus, and effect upon live stock or other industries.

(3) Size and location of sanctuaries. Comparatively small refuges with suitable cover and forage for game, adjacent to or surrounded by other areas equally attractive to the animals and into which they can easily spread as congestion occurs, appear much preferable to large reserves.

(4) Winter feed for game. This is one of the controlling factors in all game matters. I believe that there are plenty of waste spaces on most of our high country that are used little or none by domestic stock to furnish ample summer range, and in general I do not think the public expects to maintain game in large enough numbers to do more than use the waste summer range.

(5) Adequate protection within refuges and during closed seasons. Public sentiment is improving with reference to game law enforcement, but there is room for much more improvement. I could name several places in the district where bag limits and seasons are not greatly respected.

Predatory animal removal needs more emphasis. I have no doubt that cougars and coyotes kill many more deer than do hunters.

(6) Definite but flexible plans for removal of surplus. I believe this factor is going to do more to reconcile whatever differences there may be between stock-

men and game enthusiasts than any one other thing. If the stockman is assured that the game plan provides a limit to the encroachment of game upon the range and provides machinery for accomplishing this end, the uncertainty of the situation is removed.

(7) Scientific knowledge in game matters. In the work of rearing fawns by hand, we found a total lack of scientific knowledge of the diseases of the little fellows. No record of analysis of a doe's milk seems to exist. We could not tell whether or why cows milk did not agree with them. Dr. Huffman of the Bureau of Animal Industry found the Kaibab deer afflicted with the same disease that is called calf-diphtheria in domestic stock. Over 22,000 deer were killed on the Stanislaus Forest in California, where it became necessary to control the foot-and-mouth disease. Over ten per cent of the animals killed were affected with the disease. Without doubt, there are many other connections between the diseases of domestic stock and those of game. The need for salt by game animals is very generally overlooked, and but few states take any action on the matter. In many instances stockmen call attention to the fact that the deer probably get more of the salt than do their cattle. The Forest Service has placed from fifteen to twenty tons of salt on the range for the Kaibab deer each year for the last five or six years, and we do not think that is enough. We all need to know more about these matters.

Summing up, I believe that when we know as much about the game business as we do about the live stock business; when our plans are as definite; when laws are adequate and applied, and when we really apply business principles to game management, the problem of Domestic Stock vs. Game will largely disappear.

## CALIFORNIA CONVENTION

Wool growers of California are assured the usual beneficial and entertaining time at their annual convention to be held at the Palace Hotel, San Francisco, on November 5th and 6th. Every grower in that state should avail himself of the opportunity to keep posted on association activities.

## An Analysis of Feeders' Statements About Lamb Prices

By James E. Poole

Counter accusation of propaganda dissemination has not obfuscated the new relationship between lamb breeders and feeders. Present conditions are somewhat unfortunate for the latter, especially those who have recently operated on a somewhat extensive scale. Cost of production argument has been injected into the discussion, somewhat futilely. A diagnosis of the feeders' troubles reveals the fact that the breeder is in possession of the big end of the stick. It goes back to diminished production both east and west of the Missouri River. A big lamb crop would have changed the situation, by insuring lower prices on both ends of the western crop to the advantage of the feeder so far as initial investment was concerned.

It must be evident that supply and demand, not propaganda, determine values regardless of who is responsible for the propaganda or the degree of mendacity and absurdity it carries. At the outset this season it was evident that cheap lambs were impossible. Possibly farmer feeders east of the Missouri River, who are responsible for the season's values, may have bitten off more than they can masticate. Time and winter prices will determine that, but six months ago it was an open secret in trade circles that these farmer feeders would buy lambs regardless of price, provided the price was within reason. If those who wasted their wind talking \$8 lambs on the range did not know it, they were in ignorance; assuming that they were normally wise to the situation they are wearing propaganda label.

Much of the literature on the subject suggests impractical schemes for extricating the feeder from his present dilemma. Usually its authors deplore the inevitable. S. W. Warrick of Scotts Bluff, Neb., a recent contributor to this somewhat prolific and continuous emission says, among other things:

"Nebraska and Colorado feeders have reached the conclusion that eight cents per hundred for feeding lambs on tributary

range is a fair price." But why name as a fair price one that is impossible under existing supply and demand conditions? Mr. Warrick adds that he believes both feeders and breeders are fair and "want only reasonable pay for their labor with a fair margin of profit," which is suggestive of arbitrary values. This might be a desirable condition if some means of determination existed. He adds: "It might be well for the range men to appoint a committee to meet with the several feeders' organizations of Nebraska and Colorado to consider the price question fully." This is based on the theory that these states furnish the principal market for the thin end of the western lamb crop, which, however, really is not the case.

The nub of the matter is that a condition has developed whereby the breeders' outlet for thin lambs has expanded to an extent that makes Chicago prices dominant. How long this condition will continue is anybody's guess. It depends, so far as next season's market is concerned, on how well the big movement of western lambs into the cornfield area does this season and the reception they get at the market when they return. Possibly farmers got in too high; certainly weather conditions have not favored them since the investment was made as, owing to wet weather, lambs have wallowed in mud, a condition in which they do not make normal gains and without such gain, profit is impossible. If the 1926 lambs taken out for feeding by farmers return to market to make a little money, or even to pay good prices for the feedbill, the same farmer-feeder demand will develop on the 1927 crop; otherwise many will switch to something else. Production always follows price and neither agreements, conferences nor Acts of Congress will interfere with the operation of grim economic law.

To quote Mr. Warrick further:

"If representatives of the producers, feeders, packing interests and retailers could hold a conference, probably the whole industry could be placed on a safer

and more economical basis. I do not see how any one can figure a profit on feeder lambs purchased at current prices, unless the fat lamb market advances to 15 cents per pound or better.

"The feeders are only asking a fair chance for a profit and it will be necessary for their request to be granted or the lambs will finally go direct from the producers to the packers."

By "producers" he means breeders. Assuming that such a conference could be arranged at this juncture, what could it possibly accomplish? Pre-determination of either supply or demand is impossible. If feeders had their way thin lambs would be worth around eight cents on the range, at least that is the price Mr. Warrick says Colorado and Nebraska feeders consider fair. Killers contend that 25 cents per pound in the carcass, wholesale, is a fair price for the product of No. 1 lambs. What the ultimate consumer considers a fair price is not entitled to a place in the discussion as he pays what the retailer asks or goes without lamb. It makes little difference to him whether live lambs are worth \$12 or \$15 per hundredweight or dressed carcasses \$25 or \$30. The "spread" between cooler and counter prices is one problem such a conference might consistently take up, but no conference in which all interests would be represented is possible and if it were, it would get nowhere so far as practical results are concerned. When such a consummation is possible the politicians will admit that they are bunking the electorate and the fleas will unanimously desert the dogs forever.

Mr. Warrick's suggestion that if feeders "are not given a fair chance", lambs will finally go direct from breeders to packers, calls attention to another phase of competitive lamb buying. One of the major packing concerns has gone into the feeding game on its own account recently, paying prices for thin lambs on the range two and one-half cents higher than consensus opinion in Colorado and Nebraska believes them to be worth intrinsically.

I am in receipt of a letter from W. A. Snyder of Denver, criticising what I wrote recently on the subject in the National Wool Grower. Alluding to last winter's

losses by Colorado feeders, he says: "Another such loss will put them clear out of business for good and all. You seem to deprecate the fact that these buyers of two and one-half million lambs each year are important to the growing interests of the West and your dope has been all spring and all summer to induce these fellows to get in again on a basis that is unsafe." So far as I am concerned I have advised nobody to buy a single lamb at any price, but last April when I suggested around nine and one-half cents, knowing at the time that cornbelt feeders would be keen contenders for a big slice of the crop, I was accused of endeavoring to boost the market. Right now it may be said that possibly thin lambs have been bought too high, but no human power could have prevented that outcome.

Mr. Snyder says, somewhat logically: "If you are right about the matter and the cornbelt feeder can use all these lambs at a big price the western lamb feeder will have to turn his attention to something else. I have always felt that there are two sides to this deal and that both breeder and feeder must make a little money." At this writing it is impossible to predict whether cornbelt feeders can go their present price pace. No situation ever created on this mundane sphere is permanent. Cornbelt feeders may get a bump during the coming winter in which event they will be less greedy buyers of next year's crop of thin lambs, giving the western feeders more voice in the determination of values. He has bought at high prices this year because lambs he acquired a year ago made money as a rule and because the whole region east of the Missouri River is full of cheap feed that must be converted into a marketable commodity or go to waste. Not only can the cornbelt farmer feeder put on cheap gains, but he can pay as much per pound for the thin lamb as he gets for the finished product when he makes allowance for the manure and most of them are buying lambs with that object. As a rule cattle feeding has lost money; lamb feeding has been profitable in the cornbelt and western lambs bought early to run in corn-fields may be cleaned up on a short feed in time to permit the operator to hike to

Florida in his "flivver" to enjoy the tail end of the winter.

The apparent solution of this problem from the standpoint of the western feeder is to let the cornbelt farmer fill up at whatever prices he sees fit to pay, taking the residue of the crop himself when he can get access to it at what he deems a fair price. This may put him under the necessity of curtailing his output which might have averted the severe loss of last winter. This year eastern feeders have made prices with little or no competition from western operators; what would have happened had Colorado and Nebraska got into the market at that stage may be conjectured. The eastern feeder has one distinct advantage: he can take lambs early and put on cheap gains with feed that otherwise has little or no value.

Any attempt arbitrarily to take the hazard out of lamb feeding will fail. The suggestion is made that breeders and feeders act cooperatively in finishing the

thin end of the western lamb crop. This may not be impracticable but as long as breeders are able to get present prices for lambs they will take the short route to the money. The present situation may mean elimination of the big feeder from the business; farmer feeders can stand an occasional bad season, whereas two in succession would put an extensive operator out of business. It remains to be seen whether or not the host of farmer feeders who have become the principal price making factor will be able to continue in that capacity. If they are, production must be substantially increased or there will not be enough lambs to go around unless western operators consent to curtailed volume. This summer I have attended several state fairs in the cornbelt area and found feeding lamb prices a leading topic, many saying they would like to get in but were afraid of the prices, which is suggestive of buying capacity at a somewhat lower scale of values.

## Comments of a Colorado Operator on Feeder Lamb Prices

In his discussion of the feeder lamb prices as printed in the September Wool Grower Mr. James E. Poole referred to statements issued by a Denver lamb buyer. Mr. W. A. Snyder of Denver informs the Wool Grower that the statement upon which Mr. Poole commented was contained in a circular letter of July 15, sent out by the Snyder Consolidated Live Stock Company. The statement said in part:

There is two and a half million head of lambs fed west of the Missouri River, and less than 5 per cent of this supply have been contracted by the feeders. Speculators have bought and are still buying both heavy and light lambs at 9½ cents to 11 cents, making very little spread between the two classes. We think they are buying them \$2 too high—we all know that a 10 cent lamb last year would not have made any money on the average, and there is nobody who can give you a good reason for thinking that lambs will sell next winter as high or higher than they did last, and if you want to buy and feed on a safe basis, you must figure on selling on a lower basis than last year.

Sellers will tell you the East will buy all these lambs at a big price—our investigations of eastern conditions lead us to believe that after the middle of September the eastern fall buyer of feeders will be very conservative, and we know for sure they could not use all of them no matter how low the price. The supply of fat lambs will not show any increase over last year, owing to drought conditions now prevailing in the Northwest States and there is not

a single bullish factor in this feeder situation. Don't be in any hurry about buying your feeders—when you do buy them, own them so you can sell them next winter for a dime and buy tonnage on the same basis you have to sell them to the packers.

Mr. Snyder's communication to Mr. Poole, under date of September 21, which he requests should appear in the Wool Grower follows:

I have today read your article in the National Wool Grower's September issue, and I am presuming your reference to "one certain Denver concern" in this article means me because so far as I know I represent the only firm in the West that had nerve enough this year to come out on the side of the feeder, a thing which we certainly had a right to do and just why you should deem it necessary to abuse us in this particular article is beyond the writer's comprehension.

If you are posted on conditions, which I presume you are, you know the feeders west of the Missouri River last year got hurt bad and that one more loss like that sustained last winter would put them clear out of business for good and all. You seem to deprecate the fact that these buyers of two and a half million lambs each year are important to the growing interests of the West and your dope has been all spring and all summer to try and induce these fellows to get in again on a basis that is unsafe.

Now, Mr. Poole, if you are right about this matter and the corn field feeder can use all these lambs at a big price as you indicate, this western lamb feeder will have to turn his at-

tention to something else. I have always felt that there are two sides to this deal—the grower's side and the feeder's side, and I figure they both must make a little money. I can truthfully say to you that if the growers were in as bad condition financially today as this western sheep feeder is, I would be out working for them just as hard as I am today working for the feeder and if you will look up my record for the past thirty years, you will find this correct. There is not a man in the game that has done any more for the sheep grower, than I have done during my lifetime.

We know how much money we lost in the West last year and we know better than anybody how much we can afford to pay for feeding lambs this year. If there is someone else that can pay more money, we are perfectly willing to let them have the supply. We fully appreciate the fact that supply and demand is going to regulate this market—we all know there is a big supply and feeders will create the demand if there are enough new feeders down east to absorb the two and a half million surplus and in addition to this the two and a quarter million that is normally fed west of the Missouri River, then in that case your bull position would work out in your favor, but remember that if these 14-cent and 15-cent feeders prove too high and come back to market losing money, which they are very liable to do, the eastern feeder will have learned a lesson that the western feeder has already learned and paid for.

You say the statement was made by this Denver firm early in August that only 50 per cent of the lambs had been contracted up to that time—the real facts of the case are that not 50 per cent of the feeder lamb supply have been contracted up to this time by the sheep feeders.

You mention in your article that Heber Hord and John Naylor bid 9½ cents for feeder lambs in Wyoming recently—Mr. Naylor is here today and positively advises me that neither he nor Mr. Hord bid any price for feeder lambs in Wyoming, but this statement is in line with the propaganda that is put out every week by the selling side of the situation. It is done to make our western feeders believe the lambs are about all gone and I want to say to you that when these lambs are all contracted we will know it as soon as anybody. If there are buyers in the country to take the entire supply, we are perfectly willing to let them have them all. So far as our feeders are concerned this year, they either buy them where they are safe or do without them, and we are not saying this in any spirit of malice as it is just good hard business—you and every sheep grower in the West know it.

Now, for your information, we are buying good feeding lambs here today from 11 cents to 12 cents per pound, weighed in Denver, freight paid to the Missouri River—this is a 9-cent to 10-cents basis on the range; we think they are going to sell for still less money but time will tell which of us is right.

W. A. Snyder.

#### PICTURES WANTED

The National Wool Grower is always interested in receiving pictures. Have you any good sheep scenes of your part of the country? If you only care to loan them, they will be returned to you.

## Sheep Affairs in Australia and New Zealand

By A. C. Mills

Melbourne, August 16, 1926.

The Melbourne annual sheep show and ram sales were held the beginning of this month. Although no high prices were realized at the sales the exhibition was one of the best seen in the southern state, both as regards number and quality of entries. As a matter of fact it is doubtful if such a thoroughly representative collection of sheep has been got together on the floor before. As usual with the Melbourne fixture, fine-wooled Merinos, Lincolns, and Leicesters predominated. That peculiarly Victorian breed, the Polwarth, an in-bred three-quarter bred Merino (the other quarter being Lincoln) was also well represented.

The top figure obtained at the sales was 400 guineas (nominally \$2,000) given for a Tasmanian bred ram—small beer compared with Sydney's 1300 guineas (\$6,500) but then one does not look for record breaking prices in Melbourne, where Merino offerings are mostly of the relatively small framed finer wools. In view of the recent controversy on the question of

the alleged deterioration of wool grown in Australia it was interesting to note that the demand seemed to run for the finer-wooled sheep. This was specially apparent when the Tasmanian-bred rams came under the hammer.

Apart from central and north Queensland, where drought holds sway, seasonal conditions are favorable over pastoral Australia. The districts dependent on winter rains have received fair to heavy falls the past two months, and pastures almost everywhere are making satisfactory growth. The principal anxiety of graziers at the moment is the prevalence of foot-rot. This is causing much worry in many parts of New South Wales and Victoria, the abundance of feed and damp conditions adding to the difficulties in dealing with the disease. In addition to the actual work entailed by the outbreak its wide incidence has had a decidedly depressing effect on the market for store sheep, and to a lesser extent, fats.

The winter lambing is just about completed. Reports generally agree that



A HAMPSHIRE WINNER IN THE BRITISH SHOWS.  
This yearling ram that was first at the Royal Agricultural Society's 1926 Show and at other leading British affairs is the grandson of Blendworth Herriac, imported from England in 1924 by the Mt. Haggan Land and Livestock Company of Anaconda, Montana.

good percentages were dropped in all states except Queensland, and that the subsequent losses, due to adverse weather were exceptionally light. Foxes have, however, been taking a considerable toll in parts, but on the whole the natural increase must be considered satisfactory. What sort of market there is going to be for that increase, though, remains to be seen.

As bearing on the market question I may mention that the official pre-lambing live stock returns from Victoria and New South Wales show that both states were fairly heavily stocked at the beginning of 1926. The figures are:

	1925	1926
New South Wales	38,775,416	40,761,504
Victoria	12,649,898	13,740,500

The New South Wales 1926 returns are not complete and it is generally believed the total sheep holdings there at the beginning of the year were not far short of 44 million head. However, assuming that the total was 42 1-2 millions and that half were ewes, a 60 per cent lamb marking would make the natural increase 13 millions. The increase in Victoria, where the more prolific cross-breds predominate, would probably be nearer 70 per cent, which, on the basis of ewes representing half the total sheep in the state, indicates a marking of nearly five millions.

With a minimum of 18 million lambs in two states sheepmen must look to the frozen meat export trade for an outlet. It is particularly unfortunate that the surplus here should happen to coincide with depressed markets on the other side. Shippers, with the disastrous experiences of overbuying and underselling the last two years still fresh in mind, are not rushing the markets. On the contrary they are inclined to play the waiting game. At this time last season lambs were being freely bought on farms in the country at up to \$6.25 per head delivered on rails, but so far as I can find out none have been purchased this year. The general opinion is that \$5 will be the outside price offered, and that it will probably be lower for the bulk of the supplies.

The aggregate shipments of frozen lamb from the Commonwealth during the twelve months ended June 30, 1926 were 1,813,000 carcasses. Had oversea market

prospects been better the total this season would almost certainly have been well over 2,500,000 carcasses and might have reached 3,000,000. Mutton shipments during the 1925-26 season totalled 523,000 carcasses. This year they could exceed 1,000,000 and on the other hand they may be less than 250,000, so much depending on the prices offered on the other side.

Affairs in the wool world are quiet. The new clip is beginning to come into store from the northern districts and appears to be well grown, sound, and of good condition. Owing to the unusually rapid and heavy growth of feed, subsequent to the early autumn rains, there is a lack of lustre in some cases, and the growth seems to be a little broader.

The National Council of Wool Selling Brokers has compiled statistics relative to prices realized at auction last season. From these it is gathered that the sales in all centers in Australia averaged 33 cents per pound for greasy, and 53 cents for scoured wool. Growers are naturally exercised in their minds as to whether that average can be maintained this season. Those in closest touch with the consuming end of the trade profess to think it probable that it will, but I doubt if many would go so far as to make a bet on the subject yet.

While the north island of New Zealand is having floods in some parts and partial droughts in others, very favorable conditions prevail over the south island. With nearly all the packing plants closed for the annual overhaul live stock markets are quiet. At Christchurch, the heart of the Canterbury lamb district, fat wethers were selling at \$9.10 and fat ewes to \$7.20 a head early in August. Two-tooth breeding ewes, good descriptions, ranged from \$6.25 to \$6.85.

It is officially estimated that the number of sheep in New Zealand on April 30 was 24,747,848, an increase of 199,893 on the total at the corresponding date of 1925. It may not be out of place to mention that during the year ended June 30 no fewer than 1,963,000 carcasses of mutton and 4,533,000 carcasses of lamb were exported from the Dominion, not to mention 484,883 bales of wool being sold in the country. Certainly sheep can not be classed

among the poor relations in New Zealand. The 1926-27 wool selling season opens in Wellington on November 15.

#### LETTER FROM A SHEPHERD TO HIS PAL

Morocco, Africa,  
October, 1926.

Dear Ern:

You was worried about me standing there in my torn shirt, with Sarah riding into the scene on the dead run, wasn't you? Well, I managed it without her getting shell shocked, but it was a close scratch. There wasn't a thing I could a slipped on, so I just kicked a hole in the sand and buried myself, all the same as the girls you see in the pictures of Long Beach, Cal., and when Sarah reined up her Arabian I was immune from any profound criticism. Sarah was sure glad to see me, and the same here, you bet. She looked plenty good to me, and I could see where a perfectly good Arabian hoss was soon going to learn all about packing double.

I told her about Mohammed getting ate up by the lions, and how that crocodile got my clothes. She felt sorry for Mohammed, natcherally, but even so, he had a sanitary funeral, and then Sarah remarked that she hadn't so very many clothes, but she'd fifty-fifty with me on the wad. Then she rode off around a bend of the creek and purty soon she came back carrying a garment or two over her arm. You couldn't tell that she'd shed anything at that; what she handed me looked like the middle of a bathing suit and a narrow rigging with strings to make it adjustable. I told her to go away and count five hundred while I got into the wardrobe.

Well sir, Ern, I sure was fidgety in them clothes. That bathing garment was entirely too tight and that laced contraption was designed for about a sixteen gauge female torso, and made me feel like I had to be careful about breathing. I had to let the strings out full length before I could gain entrance and cinch it on so it would stay.

By gosh, I looked like a fancy dame in evening dress. But they got an advantage I couldn't draw on; they brace up against a table, while I glared out in bold

relief against the whole north half of Africa. When Sarah'd finished counting I thought she'd die laughing. She said I looked so uncompromisingly unconventional. Now you know just how I looked don't you, Ern?

That Arabian had perverted ideas about packing double—he reminded me of Montana for a few jumps—but we managed to hang on by me steadyin Sarah in the saddle a bit, and then we lit out for home.

They was looking for us and glad to see me alive. The witch doctor burned incense to Mohammed's memory and collected a heifer from the widow for performing the rites. They don't make a lot of fuss here when a man passes out by the lion route. They're what you'd call fatalists and devoted to palmistry. If a fellow's life line crosses a lion's trail, well, it's just up to him to make the best of the end of a perfect day.

By and by, when I'd changed clothes, I sort of insinuated that I could stand it if I was to partake of some food, and Sarah flew into a bunch of women and had 'em rush out some eats and drink. She set a table out in the shade of the palms, and there we strung up a hammock. Bless her little heart—she's plumb good company. As soon as I'd tamed my appetite Sarah got out her guitar and sang soft Spanish love songs—*Querida mia!*—and together we sat in the hammock til far in the night and watched the moon steal over the tropical jungle, like a Arab chief looking for his oasis in the distant desert. I tried to think of you once or twice, but it was hard to concentrate and, besides, you was probably asleep anyway, so I gave you up.

Everything was fine and dandy that way, when suddenly Sarah's dad called her. Isaac's a good man alright, but he's got a rauceous accent and a rotten sense of humor. But this was important, and soon Sarah called me too. A courier pigeon had flew in with a message from the Colonel's camp. He and the Count sent their regards. Hassan is massing his hordes of savages for a mass attack, and the Colonel wants us to come quick, and don't forget to bring along Isaac's gold. They want to use it to stimulate the payroll.

Isaac's been cashing in heavy these last

days. He sold a three thousand head camel ranch, and a half interest in a diamond mine, for cash. Then he traded a carload of ivory tusks for the controlling stock in a steamship company. They ain't got no ships yet, but have a 99 year marine lease on the Dead Sea. I told Isaac that he could probably peddle that stock for a good price in the U. S. A. cornbelt, and he thinks he's made a good trade. Anyway, we leave tomorrow night, Sarah, Isaac, a trusted servant to lead the gold laden camels, and me to take the lead with my carbine.

Another thing about that message. Hassan has put a prize of two thousand pounds English gold on my head, dead or alive. That's for blowing up his gang on our first day out. It's a personal matter now between him and me. And he's offered five thousand pounds for Sarah—alive. That brown thief has made a three-ring circus out of his brain, with Sarah the star performer in all of them. You wait til him and me meet. I'll feed the hyenas on his carcass.

It worked Isaac all up, too, and made him as mad as a hornet. So we sent the pigeon back with a prize offer of five thousand pounds English gold on Hassan's head—dead. Well, I got to close. My carbine needs oiling and Isaac's drivin the bung into a firkin of Moroccan grape.

Your Friend and Pal,

Richard A. Wormwood.

P. S. Here's one to you.

P. S. 2. There was something else—oh, yes—we boosted the prize on Hassan's head to ten thousand dollars American money.

R. A. W.

#### DEVELOPMENTS IN THE WOOL INDUSTRY IN CALIFORNIA

According to the California Wool Grower, San Francisco's possibilities as a wool concentration point are under consideration by a committee of five. The appointment of this committee resulted from a discussion by members of the San Francisco Wool Trade Association and their guests, the executive committee of the California Wool Growers Association, at a luncheon on September 15. It was brought out that all that was neces-

sary to accomplish the desired results was the restoration of the conditions and facilities that existed before the earthquake in 1906, mainly, suitable warehouse and display space. No announcement has been made as to the time at which the special committee would make its report.

The Wilbur Woolen Works, established at Oakland, California, during the past year by John P. Wilbur, are another interesting development in the wool industry on the Pacific Coast. This plant, financed entirely by Mr. Wilbur, who has had many years' experience in woolen mills in the Northwest, is putting out wool bats and felts for comforters and mattresses. While the size of the works at present is not large, it affords a new outlet for California wools that will undoubtedly grow.

#### UTAH RAMBOUILLET BREEDERS ORGANIZE

Under the direction of President F. N. Bullard of the American Rambouillet Sheep Breeders Association, a Utah Rambouillet Association was formed during the last National Ram Sale. This state organization is to handle matters of general interest to Rambouillet breeders of Utah, such as the fostering of boys' club work with Rambouilllets and the dissemination of information to prospective purchasers. The officers chosen to take care of the association were R. W. Candland, Mt. Pleasant, president; Wilford Day, Parowan, vice-president; Leonard Seely, Mt. Pleasant, secretary; and P. A. Clark, Parowan, assistant secretary.

#### "BOISE" DIES

Many will remember the beautiful Hampshire ram which occupied the center of the lobby at the Owyhee Hotel at Boise during the meeting of the National Wool Growers last January. In spite of tempting offers for this ram he was held to head the Thousand Springs show flock this fall. As he was exceptional in scale, weighing over 300 pounds, and vigorous and active always, the sudden attack which caused his death was totally unexpected. He is a real loss to the show herd, and to the breeder who had an option to buy this ram next December and at the close of the show season at a long price.

## Range and Market Trade in Lambs

### CHICAGO

Continuous heavy runs during September broke lamb values under weight of numbers. Chicago handled 100,000 more than a year ago, shipments showing a gain of about 90,000. Other markets were also well supplied. During the week ending September 18, ten principal markets handled 475,000, against 325,000 a year ago and the following week the same markets reported 465,000 against 370,000 a year ago. The result was a sharp decline in values which closed the month right around bottom levels. A summary of the month's events follows:

Short week ending September 4. Top slaughter lambs \$15.25, bulk \$14 @ 14.75. Top westerns \$14.95, bulk \$14.35 @ 14.85. Top natives \$15.25, bulk \$14 @ 14.50. Native cull lambs \$9.50 @ 10. Top feeding lambs \$14.90, bulk \$13.75 @ 14.75. Top yearling wethers \$12, bulk \$11 @ 11.50; top fat native ewes \$6.75, bulk \$5.50 @ 6.50.

Week ending September 11. Top slaughter lambs \$15.25, bulk \$14 @ 15. Top westerns \$15.25, bulk \$14.35 @ 15.10. Top natives \$14.90, bulk \$13.75 @ 14.25. Cull natives \$10 @ 10.50. Top feeding lambs \$15, bulk \$14 @ 15. Top yearling wethers \$12, bulk \$11 @ 11.50. Top fat ewes \$7.25, bulk \$5.50 @ 7.

Week ending September 18. Top slaughter lambs \$15, bulk \$14 @ 14.75. Top natives \$14.85, bulk \$13.75 @ 14. Native culls \$10 @ 11. Top feeding lambs \$15, bulk \$13 @ 14.25. Top yearlings \$11.25, bulk \$11 @ 11.25. Top fat ewes \$7.50, bulk \$6 @ 7.50.

Week ending September 25. Top slaughter lambs \$14.35, bulk \$13.50 @ 14. Top westerns \$14.35, bulk \$13.50 @ 14. Top natives \$14.25, bulk \$13.25 @ 13.75. Native culls \$9.50 @ 10.50. Top feeding lambs \$14.25, bulk \$12.75 @ 13.25. Top yearlings \$12, bulk \$10 @ 10.25. Top fat ewes, \$7.10, bulk \$6 @ 7.

During the short week at the month-end top lambs dropped to \$13.85, most of the western stuff that went to killers costing \$13 @ 13.50. Native lambs stopped at \$13.75, the bulk selling at \$13 @ 13.50

or on a parity with westerns indicating how the killer end of the latter had deteriorated. Cull natives sold anywhere from \$9 to \$10; fat ewes mainly at \$5 @ 6.75 and feeding lambs at \$12 @ 12.75. At the corresponding period of 1925 both fat and feeder western lambs sold at \$15.90, the fat end going at \$14.75 @ 15.75; feeders practically on the same basis.

Two big Monday supplies at Chicago exerted the usual paralyzing influence. Toward the end of the month it became evident that the cream of the western crop had been garnered as receipts from the range developed a long feeder end. Bad weather at this juncture curtailed competition on feeding lambs, as western stock running in cornfields was not doing well and many feeders who had waited for the September bargain sale concluded to continue the exercise of patience.

But for a short run of native lambs westerns would have fared even worse. Late in September natives sold on a parity with westerns in comparable condition and frequently took top prices. A raft of "inbetween" stuff, both native and western, got a cool reception at the hands of dressed trade, prompting killers to buy for quality and sort drastically. Dry weather in certain western areas was largely responsible for this excessive supply of inferior meats which did not heighten popularity of lamb with consumers who are exacting and when they buy lamb want it good.

From the outset it was evident that the September run of western lambs would carry a large percentage of feeders. Packers combed the crop for desirable lambs. As the month worked along and supply increased to old-time volume killers cheapened cost by taking less desirable stock. From a \$15.10 top prices gradually worked to lower levels until \$14 was an outside figure. Choice lambs finally became unreasonably scarce, the proportion of feeders increasing in the same inverse ratio. Distributors are of the opinion that decadence in quality was largely responsible for restricted consumption, the public refusing to buy second-grade meat.

Dressed trade was somewhat hectic. Some Canadian dressed lamb did the Boston market no good. Between early and late September dressed carcass prices declined \$2 @ 3. per hundredweight, but fluctuations from day to day were difficult to trail. The second week of September eastern markets advanced \$1 to \$3 per hundredweight, but the gain could not be held. Some choice lambs realized \$31 at New York during the week of September 17, but \$28 was the common price, with good lambs selling at \$26 and low grades at \$20. At Chicago it was a \$25 @ 30 market for good to choice lambs, common and medium carcasses selling at \$18 @ 20. Later in the month dressed trade was in semi-demoralized condition everywhere, New York declining \$2 to \$5 within a few hours and other markets getting a decline of \$1 to \$2. At Chicago a \$2 decline was unopposed at the same period.

Mature sheep held relatively steady and the dressed mutton market did not cut the same capers as lambs. The break in dressed lamb late in the month made it necessary to sell heavy ewe and buck carcasses at \$7 @ 9 in Boston, but good light ewe carcasses were worth \$13 in New York at the same time, choice wethers realizing \$17, which shows that American consumers eat little heavy mutton. New York reported a healthy outlet for medium and light weight ewe carcasses most of the month at \$12 @ 15. At Chicago bulk of the fat ewe carcasses sold at \$8 @ 14, but \$18 @ 20 was paid for choice, light wether carcasses. Mutton trade is peculiarly sensitive to supply, demand being reasonably stable.

September sheep supply statistics are illuminating. Chicago received 535,000 or 125,000 more than a year ago and shipped 270,000, a gain of 120,000 over September, 1925. At the crest of the country-ward feeder movement Chicago sent out 70,000 in one week. At the beginning of September the feeder movement from Chicago was about the same as a year ago; by October 1, it showed an increase of 80,000. That the country took them at the prices under adverse weather condi-

tions is surprising. Twelve markets large and small received approximately 1,900,000 sheep and lambs, mostly the latter in September, an increase of about 400,000 compared with September, 1925.

Owing to local demand for feeding lambs and scarcity of native lambs at eastern markets, Chicago has been the highest market in the country, which was a factor in attracting the heavy September run. The crop of southern lambs was cleaned up in August forcing eastern butchers to buy at Chicago. Jersey City has had few lambs this season and did not play its usual role of price smasher.

At the inception of October the fat lamb market was considered in strong position with range supplies all but depleted, native lambs scarce and westerns that went into cornfields set back by wet weather and mud. Last year it will be remembered, cornfield lambs were similarly backward, holding them out until long after their scheduled time, which in turn prevented western feeders from topping out heavy lambs at the opportune moment, and finally precipitated the debacle of February and March, when western feeders in panicky condition dumped a lot of stuff that could have been profitably shorn and marketed later, as results demonstrated. If there is a cinch bet in the sphere of live stock marketing it is that one season does not repeat what happened the year previously. It is true that a lot of lambs have gone into feeders' hands and that most of them will eventually return to the market. The reception they get will depend largely on how they are distributed.

J. E. Poole.

#### OMAHA

Conditions surrounding the lamb trade during September favored buyers most of the time. Prices had their ups and downs—more of the latter than the former. Fluctuations were sharp particularly the last half of the month, but the tendency was generally towards lower levels under stress of the second largest run for any one month since August, 1919, and the recent depressed condition of eastern dressed markets. Results—the close of the month found prices for killer stock anywhere

from \$1.50 to \$1.75 lower than at the end of August. Wyoming furnished about half of the 521,716 head of sheep and lambs received locally, with Utah, Idaho, Colorado, Nevada, and other western states shipping a fair proportion.

Prices for killer lambs were not quite so erratic during the first half of the month and the best range lambs hovered in a spread of mostly \$14.00 @ 14.50. The month's extreme top of \$14.65 was made on September 10. On the close, lambs sold on shipping account made a top of \$13.25 but packers stopped at \$12.50 and bulk of the rangers cleared at that price.

The greatest activity was again centered in the feeder market during September and under a vigorous demand the loss in this class has amounted to only \$1.00 @ 1.25 in spite of the greater decline in fat lambs, larger supplies in general, and the fact that the proportion of light lambs showed a very material increase this month over July and August. Corn belt feeders continue to take eagerly all of the light lambs that come and there have been a good many days of late when feeder lambs out-sold killer flesh by a wide margin. A total of 329,509 head went back to the country this month, which exceeded last month's total by 125,000 and September of last year by 120,000. Iowa was again in the lead, taking half again as many as any other state, with Nebraska next and Illinois, and Indiana following. The top price of \$14.15 paid for feeders on the first day of the month dropped to \$13.25 the last day, with the bulk selling at that time at \$12.50 @ 13.00. There are still some who think that they will be able to buy their feeders on the market around \$12.00 and, in the face of continued heavy receipts and large proportion of light lambs, this could very easily be possible. Most contracts reported from the range, however, have been at \$10.50 up and the Colorado men have hardly started buying. Nebraska feeders, too, are just getting under way.

The future price of lambs will depend to a considerable extent on the amount of buying done by the men in these two states. If they continue to hold out for lower prices the supply on eastern markets will be larger, with a consequent bearish influence. On the other hand, should they

cut loose at prevailing levels (and latest reports are that they have just commenced) a large number of lambs will be diverted from these channels and if the demand on the part of the corn belt feeder continues at its present height prices should hold up in good shape, probably working higher. The majority of corn in this area has escaped the danger of any real damage from frost and, with an abundance of roughage, there is every reason to believe that the demand for feeders from this source will continue for some time.

The brunt of the western run has been felt and it is thought by many that fat lamb prices have reached the bottom. Any slackening in supplies would probably result in higher trends, particularly if the demand for feeders holds up. This demand has been one of the most buoyant factors in the market for killer lambs lately and any let-up in total receipts would result in an extremely small proportion of lambs left to packer buyers and a consequent creation of keener competition among them to inject a healthy tone into the trade. In the last two days supplies have dropped off sharply and prices have recovered a good deal of the above-mentioned loss. By some this is taken as an indication of what may be expected for the balance of the month, while others consider it merely a temporary advance. In this connection the eastern dressed markets must be taken into consideration as no great or permanent advance in prices for animals on the hoof can be expected so long as dressed meats are selling at their present levels.

K. H. Kittoe.

#### KANSAS CITY

Lamb prices closed the month of September \$1.50 lower than they opened. In the first week of that period prices had fluctuated within a 25-cent range and then began to move downward. Only slight rallies checked the general downward course, and these were due more to the uncertainty in receipts than to any tendency to turn the general direction of prices. The top price for the month was \$14.50, and on the close the top was \$13. Quotations on the good to choice lambs

held within a 25-cent spread and common and cull kinds had a \$2 spread.

Demand was large the entire month. Killers bought more lambs than in any previous month this year and there was a ready outlet for the feeding classes. However receipts were the largest of any September in the past six years and the buying side shaped its purchases in keeping with the supply. The bulk of the lambs came from Utah, Colorado and Idaho, a few from Wyoming. Average quality was good and the per cent of fat lambs was much larger than expected, especially in view of the fact that some sections reported poor range in August. Only a few odd bunches of native lambs arrived and they were of the plainer quality and did not come in competition with western lambs. A few fat Texas and Arizona lambs arrived but most of the offerings from those states were feeders on direct shipments to Ohio, Indiana and Kentucky.

Though September had a downward price tendency the market did not develop an erratic inclination. The buying side was convinced early in the month that prices were too high, considering the liberal supplies available, and they made the decline extend over a rather long period instead of taking it off in lumps as is so often the case. Shippers had considerable to do with this stability in that instead of grouping heavy runs at two markets they spread them out to six markets. All markets reported heavy receipts for the month yet none reported a new record for a day, a week or a month. Had western shippers followed the northern route, as they have done in some previous years, two points at least would have had some new records to report and the general market would have been more erratic. Indications are that producers are taking hold of this idea of even distribution and results thus far have been very satisfactory.

Fat sheep offerings were confined to old ewes that sold at \$4.50 to \$6.75, a few up to \$7, a few wethers at \$7 to \$8.50 and yearlings from \$9 to \$11. Aged wethers were in unusually light supply and judging from the number offered sheepmen have ceased to hold anything but the ewes past the yearling stage. About all the

wethers here came from Texas and most bunches carried yearlings. It is the general opinion that the practice of not holding wethers beyond the yearling class is going to have a beneficial effect in the weighty lamb classes. The supply of old fat ewes has been fairly liberal indicating that there has been some culling in flocks. It is reported that replacements with ewe lambs will more than offset the culling and continue production on an upward trend.

In the stocker and feeder division trade was active the entire month and prices kept in line with fat classes; in some instances they were higher. Including those on through killing about one-third of the total receipts of 283,000 went to feed lots or for stock and breeding purposes. Most of the lambs bought on the market will be fattened on corn fields, and few went into the hands of regular winter feeders, leaving that avenue of outlet still to be filled. The stocker and feeder movement for the year to date has been into the northern and east central section of the corn belt. They will be short fed and turned back to eastern markets beginning late this month and continuing through December. These lambs are in a semi circle, as it were, around the district of winter feeding. Western Nebraska, Colorado and Kansas have bought practically no thin lambs and most feeders are still holding off for a nineteen cent range basis. All indications are that they will have to pay more or do without.

September receipts in Kansas City were 283,060, compared with 204,411 in September, 1925 and the largest in the ninth month since 1919 when 350,000 arrived. Total receipts for the nine months were 1,348,858 or 198,000 larger than in the same period last year.

Chas. M. Pipkin.

#### ST. JOSEPH

Sheep receipts for September were 143,784, an increase of 39,391 over the same month a year ago. Of the total more than one-third were from Idaho, and Colorado. Utah, Wyoming, Montana, Oregon and Nevada were also well represented. The lamb market was very uneven throughout the month and closes \$1.50 @ 1.75 lower. Best westerns on the close sold

at \$12.75 compared with \$14.35 a month ago. Natives were scarce at all times, and the closing top was \$12.25. There was a good demand for feeding lambs at all times, and these close \$1.00 @ 1.25 lower, with better kinds \$12.50 @ 12.60 on late days. Aged sheep were comparatively scarce and prices for the month show little change. Best ewes brought \$6.25 on the close, wethers \$7.50, and yearlings \$9.00.

H. H. Madden.

#### DENVER

Fat lamb prices declined at all markets during the month of September, and the market dropped at Denver around \$1.50 on fat lambs and 75 cents a hundred on feeder lambs. A considerable portion of this loss has been regained since the first of October, however. Goot fat lambs were selling early in September at \$13.85 at Denver. At the close of the month \$12.35 was taking the tops. However, early in October the market advanced until good fat lambs were again selling up to \$13.75. Feeder lambs are moving at prices now higher than a month ago, the best grades selling readily at Denver at \$12.75 to \$12.85.

The lamb trade has been active here, and despite the fact that receipts were heavy, the market has absorbed everything readily. Up to the present time most of the feeder lambs offered have been going to corn belt feeders who have had buyers stationed at Denver to purchase them. However, northern Colorado feeders are now getting in the market for purchases. They realize that they are not going to get lambs at the prices they set earlier in the season, and many of them are now beginning to buy. Reports reaching Denver the first week in October indicate that between 300,000 and 400,000 lambs have been contracted in the last ten days to go into northern Colorado feed lots, and other contracts are being made rapidly. Prices range from \$10.75 to \$11 on the range. Most of the northern Colorado feeders, however, will buy their feeding lambs at Denver and indications point to a big trade on this market during the next several weeks.

W. N. Fulton.

### SEPTEMBER TRADE IN FEEDER LAMBS

Bad weather all over the cornbelt was largely responsible for the break in feeding lambs late in September. Orders for many thousand were countermanded owing to cornfield conditions, due to a steady downpour for several weeks in succession. But for this handicap the decline would have uncovered a grist of orders previously pegged below the market. Colorado and Nebraska feeders were not the only people in the game who had figured that at \$13.50 to \$14.50 thin lambs were dangerously high, Michigan, northern Indiana and Wisconsin holding the same theory, but at \$12.50 to \$13.50 they would have bought freely had cornfields been in condition to give the stock a reception.

By the end of September the market was down to \$12 @ 13 with an outside top at \$13.25, but on that basis they were bought as greedily as ever, an overnight accumulation being rare. The market would have been lower in any event, regardless of weather conditions as early bought lambs have a distinct advantage in the matter of cheap gains. When cornfields became mired feeders with shed accommodations who had been exercising patience decided to wait still longer on the theory that mud meant a run of second-hand lambs, with bargain counter promise. Demand had been by no means satisfied by the end of September, although the market to country movement during that month was continuously heavy, Chicago sending about 175,000 lambs into nearby territory. When October set in Washington and Idaho lambs were practically all in, leaving the major portion of the available supply in Wyoming and Montana.

Cornbelt feeders are developing fastidiousness. They want good "blackface" lambs, weighing not over 65 pounds and have been willing to pay a premium for them, persistently side-stepping "white-face" and especially wrinkled stock. During September the market was deluged with medium and common lambs, many of them on the fine-wool order, which were penalized 50 cents to \$1 per hundred-weight, and even then were hard to sell as whenever an accumulation developed

it comprised that type of lamb. As September worked along the proportion of feeders in the western run increased which facilitated the break, many operators who needed lambs in the worst way concluding to wait in expectation of still lower prices. The wise element bought Ramboillet stuff at a substantial discount; but the average farmer feeder refused to consider anything but "blackfaces."

Speculation was rife at the beginning of October as to how close the crop of western lambs had been gathered. The heavy September run, coupled with deteriorating quality, suggested early subsidence of the movement, but it is always difficult to convince the trade that October will not produce plenty of western lambs. If it fails to do so this year many eastern feeders will be disappointed as they had been patiently waiting for signs of a glut.

How the grist of thin western lambs that has been going into cornfields since the inception of the western run will fare when it returns to market is the subject of a guessing match. Last year feeders ran into similar weather, forcing them to delay marketing, which may happen again, but with dry weather stock should pick up rapidly. A favorable October will hold many lambs in present owners' hands until they are fit for the butcher; if they are forced to market prematurely packers will get some, the balance going back to the country in other feeders' hands. If cornbelt feeders get a bump this season they may not be as keen buyers next year, although a new crop will be available if the late market is healthy. Everybody, including those who have them, realizes that lambs costing \$14 or better are a hazardous investment, several known adverse factors looming on the horizon while others are possible. So many lambs have gone to the country this season that cautious marketing will be essential to maintaining a reasonable degree of price stability.

Outside the lamb deal the movement from the market to the country has been meager. Odd lots of yearling ewes, natives generally, have sold at \$13.50. Western yearlings were so scarce that \$14 would have been paid for the right kind. Solids mouths sold at \$7.50 @ 8.50, with

an occasional package at \$9, the feeding type costing \$5 @ 5.75, with a few at \$6 @ 6.10. A farmer paid \$14.50 for a deck of 76-pound ewe lambs to develop a farm flock.

The cornbelt farmer feeder has made the market for thin western lambs this year. It remains to be seen whether or not he will be able to continue the pace. Possibly he has picked up a nail this season in which event he may limp next year, but it is a logical development, especially with stock cattle working higher and confidence in cattle feeding seriously impaired. Western lambs are as capable of consuming roughage as thin steers and it is an operation more readily initiated and finished with a degree of celerity impossible in handling steers. An Indiana man who switched from cattle to lambs several years ago and was on the early market this season said: "Short-feeding cattle is hazardous, with lambs it is practicable. I can stock up early put on a lot of cheap gain with grass and roughage and clean up in time to spend the winter where living is worth while." Evidently the farmer feeder is on the ground with his feet firmly planted. He may get an occasional bump, but he will come back.

As to the extent Colorado and Nebraska had contracted lambs up to October 1, available evidence was contradictory. Some lambs were bought on the Denver market in September, rebilled to Chicago and made money. Colorado bankers who countenanced feeder buying at \$13 @ 14 last year announced that they stood pat for \$8, but some lambs had been bought on a Denver basis of \$11 @ 12, freight paid to the Missouri River—equivalent to \$9 @ 10 on the range. Lambs bought at \$12.50 in Denver early in September resold in Chicago at \$14.

The big lamb, which was responsible for so much tribulation in feeding circles, will not be a serious factor to contend with during the coming winter as feeders not only sidestepped weight, but there was less of it to go around than a year ago when the range country had a lot of overweight stuff and feeders had no alternative but accept it under their contracts which did not contain a weight stipulation.

J. E. Poole.

## The Boston Wool Market

By H. A. Kidder

September has been a very good month for Summer Street, as far as the volume of sales is concerned. Continued activity on the part of manufacturers has been noted, and a big weight of wool has gone to the mills. They have been taking both domestic and foreign sorts, the range of the purchases covering about everything desirable in stock, especially where the selling prices were at all attractive. Australian Merinos and domestic Territory wools have been particularly active, and late in the month there was developed a renewed demand for Ohio and similar fleeces. There has also been a good measure of activity in other wools, notably in Montevideo fine crossbreds, and in domestic scoured and pulled wools.

Most of the encouraging features in the month's trading have been on the side of volume. When the price situation is analyzed, the situation does not appear quite so rosy. It is true that there has been some enhancement in wool values during the month, but prices have come far from keeping pace with the volume of the turnover. Some of the dealers are saying that fine Territories are fully five cents in the clean pound higher than they were a month ago, but not all are yet able to get the full advance. Other kinds of wool have shown less advance, but it is undeniable that the Boston wool situation is measurably stronger than it was a month ago.

Much of this strength is undoubtedly based on the position of primary markets in Australia and elsewhere, as well as on what has been going on in Bradford and London. Notwithstanding the fact that prices abroad have been steadily above the parity of the Boston market, both dealers and manufacturers have been laying great stress upon foreign happenings. American buyers have been doing little or nothing in all foreign markets of late, scattered small lots being about the extent of current purchases. This is especially true of the current series of the London wools sales, where prices show a wide spread when compared with Boston selling values.

Needless to say, manufacturers have

been resisting stoutly all suggestions that they ought to pay higher prices for their raw material. The claim that they can not pay more and do business profitably has been so often repeated and has been heard so many times that it has become stereotyped. Sellers are beginning to doubt whether all that is claimed is true, though there seems to be no doubt that the goods market is still in a somewhat unsatisfactory condition. Like the wool trade, the demand for goods has been developing along "spotty" lines. Some of the larger concerns who have been reaching out for capacity production are said to have placed on their books a big volume of business, and their plants are consequently running satisfactorily.

In order to reach this condition it is believed that the most popular lines have been priced very closely, and only the most careful management will enable the sellers to squeeze out a profit. Where conditions are not so favorable, especially where large production does not allow material saving in the overhead, the position of the mills is not so satisfactory. Some of them are just getting to work after having been shut down or on part time for a considerable period. Others are figuring very closely in their cost sheets, and in every way trying to reduce manufacturing expenses.

Naturally, the first thing that occurs to the minds of mill buyers is the possibility of getting their supply of raw wool cheaply. This leads to very close buying on the part of manufacturers, as well as to an unusual degree of meticulousness in the selection of wool bought. Dealers say that mill buyers are so particular this season that they are leaning backward. Cases are cited where the difference between the buyer's and seller's estimate of shrinkage amounts to a considerable percentage. In some cases later tests at the scouring mill have shown that the wools were much lighter than the prospective buyer figured, and that he really lost money by being too meticulous on lots which he passed by.

This is only one of the difficult devel-

opments of the season, but it is one that has given the dealers much trouble. A difference of one or two per cent in the shrinkage of a given lot of wool may mean a difference between profit and loss to the seller. Where margins are so close as this year, such unusual buying conditions hurt.

In spite of the fact that some of the larger mills have been buying heavily in recent weeks, and all have been doing something, it is believed that there has been little real accumulation of raw wool stock in mill storage warehouses. It is known that many mill buyers have been keeping just ahead of the machinery. While the market was dragging on the bottom in the matter of prices, this made but little difference, but with even a moderate appreciation in wool selling values, a change of policy became necessary. Since the middle of September there has been noted a disposition to increase the volume of purchases. Trades that had been pending were promptly completed, and the situation strengthened in various ways.

There is still more or less uncertainty as to real wool values in this market. Dealers have been advancing their asking prices, and in most cases they are actually higher than they were at the beginning of September, but this does not mean that they have been able to get the extreme figures, except possibly for small lots of very choice wool. Still it is certain that average selling prices are above the August level and that there has been material movement from that angle, as well as in the volume of wool moved.

Today some dealers are asking \$1.15 for their best fine staple Territory wool, or at least for what passes for that grade. Many dealers make only a fine and fine medium staple grade, and say that they have found it more profitable to throw the strictly fine staple into the pile rather than to sort out the small quantity to be found in most clips and try to get a fancy price for it. Really good wools of the fine and fine medium staple order may be quoted at \$1.12 to \$1.15 clean, the higher figure being only obtainable when the particular lot leans strongly to the fine side. For ordinary wools of this grade, the going

price is still \$1.10 to \$1.12, with sales being made within that range.

All fine Territory wools have been taken up quite freely in recent weeks, and manufacturers have been finding it increasingly difficult to get the desired volume of supplies at their bids. French combing wools have continued to attract much attention, and a good volume of wool of this grade has been moved. Asking prices for the best lots have been moved up to \$1.08 to \$1.10 clean, though it may be doubted whether any large volume has been moved at above \$1.08. Ordinary French combing wools are not quotable at over \$1.05 to \$1.08, and large sales are noted as having been made within that range. Early in the month, \$1 to \$1.05 was the range for ordinary wools of this grade.

Medium Territory wools have also shown increasing strength, asking prices being now three to five cents higher than at the beginning of the month. Most dealers are now asking up to 95 cents for best lots of three-eighths-blood staple, though no sales are yet reported to have been made at that extreme figure. Around 92 to 93 cents clean appears to be about the market, and most of the recent sales have been within that range. Perhaps a fair quotation to include the run of the market would be 90 to 95 cents. Similar conditions exist in regard to quarter-blood staple Territory wool. Where a month ago a struggle was being made to establish the price at 80 to 82 cents, now sales have been made at 82 to 83 cents and some dealers are asking 85 cents for their best lots. Stocks of both three-eighths-bloods and quarter-bloods are very much depleted, and if the demand was really active prices could hardly fail to advance rapidly.

The position of Ohio and similar delaine and fine fleeces has been quite disappointing during most of the month under review. Mill buyers have neglected them to a considerable extent, seemingly being more interested in Texas and Territory fine wools, or in Australian Merinos and Montevideo crossbreds. Just at the end of September, buyers were showing renewed interest, and some good-sized sales were recorded. It was remarked that a line drawn through the four leading grades

of Ohio fleece wool would cut 45 cents, though some holders were trying to get a little more for their best lots of delaine, and it may be doubted whether any sizable weight of quarter-blood combing has been sold at that figure. Current market quotations are 45 to 46 cents for delaine, 45 cents for half-blood combing, 45 cents for three-eighths-blood combing and 44 to 45 cents for quarter-blood combing. Ohio fine unwashed clothing has sold at 40 to 41 cents.

There is still considerable wool unsold in Ohio, in both dealers' and farmers' hands. Holders have not been willing to accept eastern bids for their wool, and increasing strength in the Boston market makes it apparent that they have won a point. It is reported that some recent purchases for account of Boston and Philadelphia buyers have been made at 42 cents for bunch lots on the cars. These purchases are said to have been of medium wools, on which there is a gambling chance for a small profit in the turnover. It is apparent that buyers can not afford to pay that figure for fine fleeces, with delaine wools selling at 45 to 45½ cents. Conservative western bids are now 40 to 41 cents.

Considerable attention is centered at the moment in Texas, owing to the opening of the fall mohair and wool season. Boston operators have been buying mohair freely. Late in September 500,000 pounds was bought in the Kerrville sealed bid sale at 62 to 65 cents for grown hair and 90 cents for kid hair. About the same time purchases were made at San Angelo on a similar basis, also by Boston buyers. The new fall wool season is about to open in Texas, though prices and the extent of the clip are still in doubt. Growers are talking 28 to 30 cents for the new wool, when and if shorn, while buyers insist that they can not afford to pay over 25 to 26 cents. Last year's opening prices were around 40 to 41 cents. As there is still considerable unsold fall wool in stock, both here and in the country, for which there is no demand, the outlook is not very bright. Twelve-months' Texas wools are well sold and are now quotable at \$1.10 to \$1.12 clean and eight-months' at 90 to 92 cents.

Pulled wools are not materially changed, most of the current trading being in the B super grade, for which the current quotation is 80 to 85 cents. Other pulled grades are selling at \$1.05 to \$1.10 for AA wools, \$1 to \$1.05 for fine A super, 90 to 95 cents for A super and 70 to 75 cents for C super. Scoured wools have been attracting more attention and some really good wools of the New Mexico type have sold at \$1.05 to \$1.08, with less desirable lots held at \$1 to \$1.05. California baled scoured wools are quoted at 85 to 90 cents and carbonized California wools are bringing about the same figure.

Continued strength has been shown at the Australian auctions, and recent quotations have been at or near the top level of the season to date. On the other hand the London wool sales have shown some irregularity, fine Merinos being relatively stronger than medium and low crossbreds. The present series is scheduled to end October 6. Continental buyers have shown most interest, while American buyers have been taking very little wool. Many thousand bales of Australian Merino wools have been moved in the Boston market during the past month, as prices here have been below the importing point, and with only a moderate advance in the selling price established, there is little inducement for the trade to import such wools.

In many ways the wool situation here is stronger and better than it was a month ago, though the margin of profit is still small, and many lots of foreign wool sold have actually shown loss to the seller. The outlook is considered good for further moderate price advances, with continued buying activity.

#### GEORGE BARLEY ON "WEAR WOOL FOR HEALTH"

Mr. Ward's discussion on the subject "Wear Wool for Health" in the September Wool Grower seems to me more rational than his subject. The silk stocking and the short skirt have not brought about any startling sweep of tuberculosis, tonsilitis or ill health as many gravely predicted. On the contrary there is reason to believe that women are in better health



## POLLED RAMBOUILLETS



**MY OFFERINGS FOR 1926**  
 300 Yearling Rams, eligible to registration, and over half polled.  
 300 Registered Yearling Ewes.  
 4 Registered Percheron Stallions.  
 6 Registered Percheron Mares.  
 W. S. HANSEN, Collinston, Utah

### Registered Rambouillet Ewes

400 Registered Rambouillet ewes; ages, yearlings to fives. Bred to highest priced bucks of 1925 National Ram Sale. Will sell in lots to suit purchaser before or after lambing. Prices in reason.

CUNNINGHAM SHEEP COMPANY  
 Pendleton, Oregon

### FOR SALE!

300 full blood Hampshire Yearling Bucks Sired by Selway & Gardiner's Registered Bucks

Also

350 full blood Hampshire April Buck Lambs.

CARTER LIVE STOCK CO.  
 Dillon, Montana

today because their body surface gets more aeration and sunshine.

Does the fireman to whom Mr. Ward refers wear wool for comfort's sake or for health's sake? I contend that he does not! Wool is less inflammable than cotton and if the fireman wears wool rather than cotton khaki I should say it might be because his wool clothing is less likely to take fire when fighting keen heat and showers of sparks. No doubt custom and looks have a lot to do with that too, so why blow hard and make one's self believe the noise is real thunder!

Taste, vogue, snappiness, beauty, new health information and ideas with real kick are the music people step spry to these days. Before a campaign of advertising for any given commodity is started, first the advertising source must get fresh, snappy, sharp-as-a-tack "dope" — not worth while to plug away at any of the old lines of defense.

Angora boosters have at times rooted for the heavyweight mohair suits, but where have they ever arrived! Plenty like palm beach and admire featherweight mohair suitings, but why weight in a mohair suit? And by the way, I once wore palm beach and luster mohair clear from San Anton' through New Mexico, Arizona, California, Oregon and Washington Angora country and saw never a trowerleg of mohair on one single goat man!

Mohair is more popular in suitings and plusses and house furnishings now than it was ten years ago—not because of health, nor service but because of beauty, vogue, comfort, snappiness, etc. Having been in the cotton spinning and weaving territory much the last few years I happen to know of stagnation spots and activity spots. The mill that goes on grinding out old-time ginghams is likely to be all a-howl and maybe the mercerizing plants are doubling capacity!

I have heard a lot of berating shoddy and howling about its competition with virgin wool, but not one sheepman have I ever seen who pulled off an intelligent and conclusive demonstration of the worthlessness of shoddy by completely raveling out piece goods to show the user or the crowd the wretched stuff the cloth was made of!

Woolen bed coverings (blankets, not

## Hampshire Rams For Sale

400 HEAD OF YEARLING HAMPSHIRE PUREBRED RAMS FOR SALE  
 Sired by stud rams from the leading Hampshire breeders of the West.  
 Raised on the Montana Range and in excellent condition for immediate service. Call on or address

J. E. MORSE, Dillon, Montana

## Oldest Breeders in the West of HAMPSHIRE RAMS and EWES

Range Bred, Purebred or Registered.  
 Lincoln - Rambouillet (Cross-bred) Rams  
 Top Notch Wool - Mutton Combination

Some very cheap Rambouillet Rams bred from the best strains.

### Range Ewes From Yearlings Up

#### ADDRESS:

WOOD LIVE STOCK COMPANY  
 F. J. HAGENBARTH, President SPENCER, IDAHO

batted comforters) have never received half their due from any wool-whooing agency. If you wish to make it "sleep under woolen blankets for health," George is ready to say "Amen." For all that has even been done along this line in "publicity" one might be surprised that the world hadn't long ago taken to sleeping under "Congoleum" or asbestos or some of "Barrett's" products.

I say if any woolen or worsted agency means to spend a hunk of good money raising a noise about people's using more wool, for the "land sakes" don't get out a bunch of old-fashioned smoothbore howitzers and expect to conquer the enemy by a stock of ammunition left over from grandsire's day!

George Barley.

#### AROUND THE RANGE COUNTRY (Continued from page 16)

##### Skaggs Springs

September was dry and cool until the 29th when we had a light rain, not enough to start the grass however. It looks as if the fall feed would be late this year as the warm dry weather persists. There was good dry feed before the last rain. Only a light acorn crop this year. Twelve dollars is asked for alfalfa hay in the stack.

Lambs in this locality averaged about five pounds under the 1925 weight. Wether lambs have brought 8½ cents per pound and mixed ewe and wether lambs 9½ cents.

Fine Merino clips of a year's growth sold here at from 34 to 36 cents a pound; lamb's wool brought 18 to 20 cents.

The number of breeding ewes this year is about ten per cent above that of last year. About ten per cent of the ewe lambs were retained for replenishment of the flocks.

T. F. Baxter.

##### NEVADA

Owing to the drought which still prevails generally over the state, there has been a considerable amount of overgrazing near watering places, and stockmen have gathered their live stock from the

**116 HEAD YEARLING IDAHO HAMPSHIRE RAMS FOR SALE**  
116 head yearling Hampshire Rams, selected last fall as lambs from the Wood Livestock Hampshire flock, at Spencer, Idaho. These rams are well-grown and ready for service. Price \$30.00 per head.  
SPENCER RANCH COMPANY  
Cranmore, California.

#### From West to East HAMPSHIRES are favored.

After impressing his quality on the flocks of the West through his sons and daughters

#### COMMANDER

has gone to improve the Eastern flocks. After serving one hundred of our ewes he was sent to the flock of J. C. Penney in New York.

**THOUSAND SPRINGS FARM  
Wendell, Idaho**  
Minnie Miller, Owner



#### HAMPSHIRES

The best mutton sheep. Evidence; the highest-priced car mutton lambs ever sold in the world was a car of Hampshires. The price was 42 cents a pound live weight, having beaten all previous records by \$7 per hundred. When you want sheep you want Hampshires. When you want Hampshires let the American Hampshire Sheep Association send you a dandy little booklet and list of live breeders.

Write  
COMFORT A. TYLER, Secretary  
72 Woodland Ave.,  
Detroit, Mich.

#### THREE GOOD BOOKS

Coffey's Productive Sheep Husbandry...\$2.50  
Sampson's Range & Pasture Management 4.00  
Sampson's Native Amer. Forage Plants 5.00

National Wool Growers Association

Salt Lake City, Utah



Yearling Hampshire Rams in the Rough  
The kind that have made Ridgecrest Hampshires famous

A comparison of both top and general average prices of Hampshire rams obtained at the National Ram Sale for the past several years puts Ridgecrest Hampshires in a class by themselves and establishes them as the Premier Flock of America.

H. L. FINCH, Owner, Soda Springs, Idaho

#### Hampshire Rams

I have for sale 100 Hampshire ram lambs, range-raised and grain-fed since they came out of the forest on August 1. These lambs are out of registered ewes and by stud rams of the best quality.

I will sell these lambs for delivery in November or December and will feed grain until delivered. They were dropped in February and March and will give fine service.

S. W. McClure  
BLISS, IDAHO

#### HAMPSHIRE RAMS



We Offer:  
Registered Lambs  
and  
Yearlings

In amounts to suit purchaser.

J. NEBEKER & SON  
STOCKTON, UTAH



One of My Stud Rams

## CALIFORNIA RAMBOUILLETS

My Rambouillet are large, smooth and well covered with heavy fleeces of long white wool. They are bred in a high, dry country and are very hardy. I have 2000 one and two-year-old rams for this season. If you visit California, call and see my flocks. My prices are reasonable and my rams will suit the range country.

**CHAS. A. KIMBLE**  
**Hanford, Cal.**

### SHEEP OUTFIT FOR SALE

160-acre ranch near open range (improvements cost \$8,000.00).

1,300 crossbred ewes with first-class forest reserve, ten-year permit.

Also, camp, horses and equipment.

Price: \$23,000.00

Philbrick Greenwood Corporation

AMERICAN FALLS, IDAHO

## Rambouillets

### We Offer:

Yearling Range Rams: Husky and Ready for Service

200 One and two-year-old ewes:  
Very Choice Stuff

200 Ewe lambs

50 Old ewes

♂

## Day Farms Company

PAROWAN, UTAH

## RAUP'S —Ohio— RAMBOUILLETS

### I offer at this time:

30 rams two years old this spring. 30 ewes, the same age, bred to lamb in the spring. 50 older ewes.

□□□

CHANDLER P. RAUP  
SPRINGFIELD, OHIO  
R. D. 10

national forests earlier than usual. Many springs have failed which have not previously been known to go dry. Cattle and sheep are in fairly good flesh, however, and moderately heavy shipments have been made. Frost cut down some alfalfa pasturage.

### Elko

The month of September continued dry and cold until the last day when a refreshing shower occurred. The fall range conditions are only fair.

I have not heard of any movement in yearling ewes, but aged ewes have been bought at \$5 to \$5.25 and mixed ages at \$13 to \$15. There will be little change in the numbers of ewes to be bred this fall.

Wether lambs have sold here at from ten to 11½ cents. Most of the lambs this year have been from ten to fifteen percent lighter in weight.

From \$8 to \$10 is asked for alfalfa hay. Sheep herders receive \$100 a month.

J. A. McBride.

### NEW MEXICO

Rains at the close of the month relieved the general drought more or less satisfactorily, though rain is still needed in some southern and southeastern sections as the want has been only temporarily satisfied. Frost terminated grass growth in many sections also. Live stock are mostly in good condition. The alfalfa harvest was generally completed in good weather.

### WESTERN TEXAS

Moderately heavy rains have fallen of late, sufficient to make the fall and winter forage on most ranges. Cold weather followed the storm, but no losses were reported. Live stock are mostly in good condition.

### ARIZONA

Heavy rainfall, especially in the southern and southeastern counties, during the closing week was of great benefit to the ranges. Dry weather had caused considerable range depreciation previously, but this moisture, especially in the southern portion, assures range, and probably water

for the winter season. Live stock are generally in good condition, many animals being fat. Many shipments have been made.

#### UTAH

Moderately heavy rain at the end of the month broke a protracted drought in the northern valleys, and fall pastures should show some improvement, but the winter range areas are still dry and carry little forage for the winter. Sheep are mostly on intermediate pastures, moving slowly toward winter ranges, while cattle are now largely off the national forest ranges, mostly in good condition. The third alfalfa hay crop was gathered in good condition.

#### Parowan

It has been very dry here the past month and the outlook for feed on the fall range is poor. Alfalfa hay in the stack is \$10. Wether lambs have sold lately at 10 to 11 cents and mixed ewe and wether lambs have brought 11½ to 12 cents. Sales of yearling ewes are reported at \$12 to \$13; aged ewes at \$6 to \$7, and mixed ages at about \$13. About three-fourths of the ewe lambs are being kept for breeding purposes.

There is not much encouragement for new men to attempt to start sheep breeding in this section or for the old ones to enlarge their flocks as the summer range is fully stocked.

Herders are being paid \$75 a month.  
Jos. B. Dalton.

#### COLORADO

Heavy to killing frost damaged standing alfalfa in the last week, but most of the crop had been harvested. Rain has been beneficial to ranges locally, especially in western counties at the close of the month. Ranges are generally good, except in the extreme eastern portion; live stock are also in good condition. Eastern counties need rain.

#### Saguache

The mild dry weather we had during September did not help feed conditions very much; grass on the fall range is now quite dry and short. Most of the lambs are heavier this year than in 1925.



One of My Stud Rams

I will have the usual number of yearling and two-year-old Rambouillet Rams. Also, a number of Lincoln-Rambouillet Ram Lambs dropped in March.

C. R. TINTINGER

Cascade, Montana

#### DEER LODGE FARMS CO.



Day Farms Co. No. 3928  
One of our stud rams.

We believe that the big ram with a long staple fleece that has density and fineness and is free from body wrinkles and kemp is the ideal ram for the range.

If that is the kind of a Rambouillet ram you like, see our offering of 1100 yearlings in 1926.

DEER LODGE FARMS COMPANY  
Deer Lodge, Montana

## BREEDING EWES FOR SALE

1000 Yearling and Two-year-old crossbred, whitefaced ewes.

1000 Three and Four-year-old crossbred ewes, range raised.

Write to or call on

**J. E. MORSE**

DILLON, MONTANA

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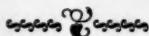
MANTI, UTAH



SIRED BY OLD 467 - JOHN K. MADSEN

Breeders of Rambouilletts for over twenty years.

**Wm. Briggs & Son**  
**Dixon, California**



**We produce a high type of Rambouillet Sheep. A choice lot of Ewes and Rams for sale at all times.**

**American Rambouillet Sheep Breeders Ass'n**

Membership Fee \$10—No Annual Dues. Flock Books Free to Members. Volumes XXII and XXIII are being bound together and will soon be ready for distribution. Pedigrees now being received for Volume XXV. Over 115,000 sheep on record.

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**Dwight Lincoln, Marysville, Ohio**  
 For history of the breed, list of members, rules, pedigree blanks, etc., address the Secretary.

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**BREEDERS OF**  
**FINE WOOL**  
**RAMBOUILLET**  
**SHEEP**



**"Son of Ted"**  
 Sold L. N. Marsden, Parowan, Utah, in  
 1923, for \$1000.00

**FLOCK FOUNDED IN 1875**

**Correspondence Solicited**

**F. N. Bullard, Manager**

A few sales of mixed ewe and wether lambs have been made here at 10½ and 11 cents. It is estimated that the sheepmen will keep about 20 per cent of their ewe lambs.

Yearling ewes have been sold recently at \$13, and aged ones at \$5 to \$6. There will be a small increase in the number of ewes bred this fall. Range conditions will not permit of much of an increase in sheep numbers in this locality.

Alfalfa hay is selling at \$8 to \$10 in the stack. Herders are getting \$50 a month.

W. M. Slane.

**Jefferson**

Although September was dry and windy and the water is getting very low, feed prospects are good. The lambs this year have done very well, nearly all of them are one to two pounds heavier and a larger per cent of them have been killers than is usually the case. I have not heard of any feeders being sold here recently. No ewes have changed hands either, but there will be a small increase in the number bred this year. As all the allotments on the forest are taken, there is not much encouragement for enlarging the flocks.

Wild hay is selling at \$9 in the stack.

L. W. Robbins.

**FAMOUS RAM CHANGES OWNERS**

Commander, the noted sire of Thousand Springs Farm, has gone to a new home. Champion as a yearling and again as a two-year-old at the biggest shows in America, the sire of champions, he is probably the best known Hampshire ram in America. At the age of nearly six years Commander is in fine breeding condition. He has served one hundred ewes at Thousand Springs Farm this fall, and will now extend his usefulness in the flock of J. C. Penney at White Plains, New York. While known nationally as the "premier exhibitor" of Guernsey cattle through his Emmadine herd, Mr. Penney is a new breeder of Hampshires. He has a flock of sixty choice ewes, bought top lamb, a son of Commander, at the Salt Lake Ram Sale, and now owns the sire himself. Mr. Penney is keeping the lamb as insurance against loss of the sire. He paid \$1000 for Commander.

**THE PACIFIC WOOL GROWERS  
HOLD WOOL GRADING  
DEMONSTRATIONS**

During the coming winter the Pacific Cooperative Wool Growers will give a series of actual wool grading demonstrations at various county fairs and wool growers meetings throughout Oregon and Washington. These demonstrations will be in charge of Herbert Bentley, warehouse manager of the Pacific Cooperative Wool Growers of Portland, who for many years was in charge of the wool room of some of the largest mills and top-making establishments in this country.

The first grading demonstration will be given at the Heppner Wool show where Mr. Bentley will act as judge of wools that are on exhibit. Other grading demonstrations will be held at Roseburg and at Bend at the meeting of the Oregon Wool Growers Association. This is part of the educational campaign carried on each year by the Pacific Cooperative Wool Growers with a view to assisting the sheepmen of the Northwest in producing better wool and getting a better return on their investment in the sheep industry. It also enables the wool growers who are members of the Pacific Cooperative Wool Growers to understand more readily their grade sheet which is sent to them each year by the Pacific Cooperative Wool Growers after the sale of their wool.

Present plans of the Pacific Cooperative Wool Growers call for holding something like fifty meetings with the wool growers of the Northwest this winter in holding wool grading demonstrations. These meetings will also be attended by Edgar L. Ludwick, assistant manager of the Pacific Cooperative Wool Growers, who will discuss with the wool growers various phases of wool marketing, particularly as carried on by the Pacific organization, which for six years now has been the largest strictly cooperative association in the United States.

**FOR SALE**

Coffey's Productive Sheep Husbandry... \$2.50  
Sampson's Range Pasture Management.. 4.00  
Sampson's Native Amer. Forage Plants 5.00

**National Wool Growers Association**  
Salt Lake City, Utah

## Corriedale Dispersion

The Corriedale Sheep Company of Gridley, California, announces the dispersion by private sale of the flocks of its Locust Grove Stud Sheep Farm, including:

**CORRIE DALES**

120 Registered ewes, ages one to six years, including a few imported from New Zealand.

50 Registered ewe lambs.

5 Stud rams (Two Imported).

35 Ram lambs.

**ENGLISH LEICESTERS**

20 Ewes, ages one to six years

2 Imported stud rams

**BORDER LEICESTERS**

4 Ewes

2 Stud rams

This Corriedale flock has been developed from importations from the most famous flocks of New Zealand, many of the imported ewes being included in this offer.

## Corriedale Sheep Company

GRIDLEY, CALIFORNIA

**SHIP OR OFFER YOUR**

## **SHEEP TO PELTS**

**104 N. MAIN ST. Hellman Bros. ST. LOUIS, MO.**

## **DELAINE MERINOS**

**GROW MORE AND BETTER WOOL AND**

**Are the best rangers in the world. Many leading sheepmen say they can keep three Delaine ewes on the same range that formerly kept two Rambouillet ewes. That the three Delaine ewes will shear double the wool and raise a blacker lamb which the trade demands. Cross your range ewes with DELAINE MERINO BUCKS and get a band of Really Profitable Sheep to run.**

**Will sell you one or a car load. Photos free. Prices reasonable.**

**Frank H. Russell  
BOX 80, WAKEMAN, OHIO**

## **THE \$1,000 DOLLAR SUFFOLK RAM THAT TOPPED THE 1926 RAM SALE WAS SOLD BY**

### **J. H. PATRICK & SON.**

**We still have for sale 50 Suffolk rams of similar breeding  
and 25 yearling ewes.**

**ALSO:**

200 Lincoln rams	300 Hampshire rams
100 Lincoln ewes	50 Romney rams
200 Cotswold rams	100 Romney ewes

**All yearlings**

**Address, during the fall season: Cullen Hotel, Salt Lake City, Utah  
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## **Fairfield Stock Farm**

**ILDERTON, ONTARIO, CANADA**

## Choroleum Dip and Disinfectant



In use for 26 years  
Best and cheapest  
55 gal drums....\$52.25  
10 gal. cases.....10.50  
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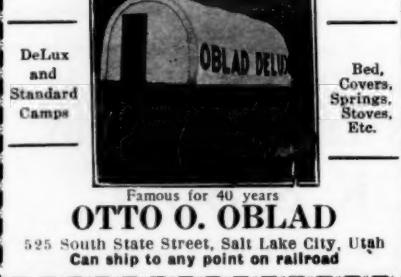
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## RAMS

## RAMS

## RAMS

Our dealers here have on hand a good line of Pure Bred Rams for sale, consisting of Suffolks, Hampshires, Lincolns, Cotswolds, Romneys, Panamas and Rambouillet. All in choice breeding condition and ready for service. Prices and further information on request. Customers who are unable to come in person can order by mail and be assured of receiving fair treatment.

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## STOCKDALE FEED YARDS

65 Miles from Chicago

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At Council Bluffs or Kansas City

Molasses Feed is used for filling milk lambs. The feed is mixed fresh daily in our own plant. Comfortable covered pens for 135 doubles, watered from spring that flows always while lambs are in pens. Good pasture for any number of cars.

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### FEED AT STOCKDALE, ILLINOIS

## MORRIS SHEEP FEEDING YARDS

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Save Shrinkage From Feeding Point to Market as these yards are located within ten miles of the Kansas City Stock Yards. Have the Railroad Agent put "FEED AT MORRIS" on your billing, otherwise efforts may be made to induce you to stop at other yards.

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